

Request for Proposal (RFP)
Selecting Agencies for Setting up Centre of Innovation & Research in Digital Design at
Rajasthan Institute of Advanced Learning
Response to Pre-bid queries (held on 2nd Aug 2023)

S.N.	Organization (Bidder Name)	RFP Pg. No.	Bid Document Reference (Chapter No.)	Bid Document Reference (Content Title)	Bid Document Reference (Original Text / Clause)	Changes Suggested / Clarification Required	Response
1	Aerobott / Dronetech Solutions Pvt. Ltd.	---	---	Bid Security	16,00,000/-	Request to consider 10,00,000/-	As per RFP
2	Aerobott / Dronetech Solutions Pvt. Ltd.	19	Chapter - 2	Key consideration areas for Bidder (2.9)	Tenure: The technologies in Digital Design are transforming rapidly, therefore, the initial SLA shall be considered for a period of 5 years.	Request to extend tenure for more 2-5 years	As per revised RFP
3	Aerobott / Dronetech Solutions Pvt. Ltd.	20	Chapter - 3	Eligibility Criteria of Bidders (3.1)	Member of Consortium: A Consortium of maximum three members shall be allowed to participate for the proposed work under this RFP	Request to consider 4 members in consortium	As per RFP
4	Aerobott / Dronetech Solutions Pvt. Ltd.	21	Chapter - 3	Qualifying Requirements (3.2)	Financial Turnover: Average Annual Turnover of the Bidder / Lead Bidder (In case of consortium) during the financial years 2019-2020, 2020-21, 2021-22 (as per the audited balance sheets), should be at least Rs. 18 Crores.	Request that the turnover criteria be set at 5 crore instead of the current 18 crore	As per RFP
5	Aerobott / Dronetech Solutions Pvt. Ltd.	22	Chapter - 3	Qualifying Requirements (3.2)	Technical Experience: Expertise and practical knowledge in establishing, operating, and maintaining a Centre or Institute in the Digital Design sector. This centre or institute should be dedicated to promoting Research & Development, Training & Education, Collaboration & Sharing, Design Prototyping & Development, Industry Partnerships, Innovations, and other related activities. bidder should have a track record of establishing, operating, and maintaining such centres for at least two consecutive years within the last five years, until the RFP publication date, with a minimum INR 1 crore project value or revenue generated from the centre.	Expertise and practical knowledge in establishing, operating, and maintaining a Centre or Institute in the Digital Design sector. This centre or institute should be dedicated to promoting Research & Development, Training & Education, Collaboration & Sharing, Design Prototyping & Development, Industry Partnerships, Innovations, and other related activities. bidder should have a track record of establishing, operating, and maintaining such centres for at least 1 consecutive year within the last five years, until the RFP publication date, with a minimum INR 50 Lakhs project value or revenue generated from the centre	As per RFP
6	Aerobott / Dronetech Solutions Pvt. Ltd.	22	Chapter - 3	Qualifying Requirements (3.2)	Technical Experience: Supplied required (Digital Design) hardware, software, and other associated accessories in any institute/ university/ Government PSUs/ Private entity within at last 5 years from the date of publication of the RFP with minimum value of INR 1 Cr.	Supplied required (Digital Design) hardware, software, and other associated accessories in any institute/ university/ Government PSUs/ Private entity within at last 2 years from the date of publication of the RFP with minimum value of INR 50 Lakhs	As per RFP
7	Aerobott / Dronetech Solutions Pvt. Ltd.	75	Chapter - 6	Extension in Delivery Period and Liquidated Damages (LD) (6.28)	a. Delay up to one fourth period of the prescribed period of delivery, successful installation, and completion of work 2.5 % b. Delay exceeding one fourth but not exceeding half of the prescribed period of delivery, successful installation, and completion of work 5.0 % c. Delay exceeding half but not exceeding three fourth of the prescribed period of delivery, successful installation, and completion of work 7.5 % d. Delay exceeding three fourth of the prescribed period of delivery, successful installation, and completion of work 10.0 %	a. Delay up to one fourth period of the prescribed period of delivery, successful installation, and completion of work 1.5 % b. Delay exceeding one fourth but not exceeding half of the prescribed period of delivery, successful installation, and completion of work 2.5 % c. Delay exceeding half but not exceeding three fourth of the prescribed period of delivery, successful installation, and completion of work 5.0 % d. Delay exceeding three fourth of the prescribed period of delivery, successful installation, and completion of work 5.0 %	As per RFP
8	Aerobott / Dronetech Solutions Pvt. Ltd.	85	Chapter - 7	Terms & Schedule of Project cost releasing to Successful bidder (7.1)	1. After successful installation / commissioning and integration of all the Hardware and Software after FAT and declaration of Go-live (30%) 2. After Successful Completion of First Year of Operations (14%) 3. After Successful Completion of Second Year of Operations (14%) 4. After Successful Completion of third Year of Operations (14%) 5. After Successful Completion of Fourth Year of Operations (14%) 6. After Successful Completion of Fifth Year of Operations (14%)	1. CAPEX 40% 2. CAPEX 12% 3. CAPEX 12% 4. CAPEX 12% 5. CAPEX 12% 6. CAPEX 12%	As per RFP

Request for Proposal (RFP)
Selecting Agencies for Setting up Centre of Innovation & Research in Digital Design at
Rajasthan Institute of Advanced Learning
Response to Pre-bid queries (held on 2nd Aug 2023)

S.N.	Organization (Bidder Name)	RFP Pg. No.	Bid Document Reference (Chapter No.)	Bid Document Reference (Content Title)	Bid Document Reference (Original Text / Clause)	Changes Suggested / Clarification Required	Response
9	Aerobott / Dronetech Solutions Pvt. Ltd.	90	Chapter - 7	Service Level Agreement (SLA) (7.2)	<p>Service Levels Penalty matrix – Manpower: Non-availability of deployed / required technical manpower (Excluding support staff) Rs. 5000.00 for each business day of non-availability of deployed/ required manpower.</p> <p>Note: - Non-availability of deployed/ required manpower for 30 consecutive calendar days shall be treated as breach of contract. In such cases the Procuring Entity may invoke default Section or as deemed appropriate.</p>	<p>Rs. 2000.00 for each business day of non-availability of deployed/ required manpower.</p> <p>Note: - Non-availability of deployed/ required manpower for 45 consecutive calendar days shall be treated as breach of contract. In such cases the Procuring Entity may invoke default Section or as deemed appropriate.</p>	As per RFP
10	Aerobott / Dronetech Solutions Pvt. Ltd.	135-136	---	Manpower Requirement	<p>Centre Head: 15 years of experience in managing Centres of similar capacity (in Design) / 15 years of experience in Administration of Higher Education Institutions (Design and Fashion) / 15 years of Experience in Heading capacity building Institutions of Similar Capacity</p> <p>Senior Faculty: Minimum of 10 years of experience in teaching / research / industry out of which at least 3 years shall be at a post equivalent to that of an Associate Professor.</p> <p>Faculty: Minimum of 5 years of experience in Teaching / Research / Industry out of which at least 3 years shall be at a post equivalent to that of an Associate Professor. 5 years of industry experience in relevant field</p> <p>Studio Manager/ Experience Centre Head: 5 years of industry experience in relevant field</p> <p>Industry Coordinator: 5 years of industry experience with proficient speaking and writing skills</p>	<p>Centre Head: 5 years of experience in managing Centres of similar capacity (in Design) Or 5 years of experience in Administration of Higher Education Institutions (Design and Fashion) Or 15 years of Experience in Heading capacity building Institutions of Similar Capacity.</p> <p>Senior Faculty: Minimum of 3-5 years of experience in teaching / research / industry out of which at least 3-5 years shall be at a post equivalent to that of an Associate Professor.</p> <p>Faculty: Minimum of 2-3 years of experience in Teaching / Research / Industry out of which at least 3 years shall be at a post equivalent to that of an Associate Professor.</p> <p>Studio Manager/ Experience Centre Head: 2-3 years of industry experience in relevant field</p> <p>Industry Coordinator: 2-3 years of industry experience with proficient speaking and writing skills</p>	As per RFP
11	Aarvi Enterprises	22	Chapter 3	Qualifying Requirements (3.2)	<p>Technical Experience: Expertise and practical knowledge in establishing, operating, and maintaining a Centre or Institute in the Digital Design sector. This centre or institute should be dedicated to promoting Research & Development, Training & Education, Collaboration & Sharing, Design Prototyping & Development, Industry Partnerships, Innovations, and other related activities. bidder should have a track record of establishing, operating, and maintaining such centres for at least two consecutive years within the last five years, until the RFP publication date, with a minimum INR 1 crore project value or revenue generated from the centre.</p>	<p>Turnover Requirement: We recommend that the minimum turnover requirement of 1 crore be reconsidered, especially for organizations like educational institutions and trusts that intend to provide valuable skill-based courses. Instead, we propose that the eligibility be based on the operational capacity and experience in delivering educational programs</p>	As per RFP
12	Aarvi Enterprises	22	Chapter 3	Qualifying Requirements (3.2)	<p>Technical Experience: Supplied required (Digital Design) hardware, software, and other associated accessories in any institute/ university/ Government PSUs/ Private entity within at last 5 years from the date of publication of the RFP with minimum value of INR 1 Cr.</p>	<p>Given that Apple is a globally renowned hardware brand, we believe that the turnover requirement for hardware should be reviewed. We suggest that the hardware turnover criterion should not be mandatory when dealing with Apple's branded and guaranteed hardware. Similarly, for software, institutions with prior experience and expertise should be considered qualified.</p>	As per RFP

Request for Proposal (RFP)
Selecting Agencies for Setting up Centre of Innovation & Research in Digital Design at
Rajasthan Institute of Advanced Learning
Response to Pre-bid queries (held on 2nd Aug 2023)

S.N.	Organization (Bidder Name)	RFP Pg. No.	Bid Document Reference (Chapter No.)	Bid Document Reference (Content Title)	Bid Document Reference (Original Text / Clause)	Changes Suggested / Clarification Required	Response
13	Aarvi Enterprises	21	Chapter 3	Qualifying Requirements (3.2)	Financial Turnover: Average Annual Turnover of the Bidder / Lead Bidder (In case of consortium) during the financial years 2019-2020, 2020-21, 2021-22 (as per the audited balance sheets), should be at least Rs. 18 Crores.	Request that the turnover criteria be set at 5 crore instead of the current 18 crore. In place of a high turnover, we propose that a bank guarantee can be provided to ensure financial commitment to the project.	As per RFP
14	Starlight	18	Chapter 3	Qualifying Requirements (3.2)	Average Annual Turnover of the Bidder / Lead Bidder (In case of consortium) during the financial years 2019-2020, 2020-21, 2021-22 (as per the audited balance sheets), should be at least Rs. 18 Crores	Requested Change: Average Annual Turnover of the Bidder / Lead Bidder (In case of consortium) during the financial years 2020-21, 2021-22, 2022-23 (as per the audited balance sheets for the years 2020-21, 2021-22 & Provisional Balance sheet for 2022-23), should be at least Rs. 18 Crores	
15	Agmatel	33	Chapter 4	Milestones, Timelines & Deliverables (4.7)	Point 4: Inception Report Timeline: T+45 Days	Kindly make this as T+75 Days, because our OEMs can pass special commercials based on your Issuance of Work Order. We therefore request you to kindly give us 54 days from date of issuance of work order for delivering the goods.	As per revised RFP
16	Agmatel	33	Chapter 4	Milestones, Timelines & Deliverables (4.7)	Point 5: Initiation of Operation Timeline: T+60 Days	Kindly make this as T+90 Days based on the requested Inception Report Timelines.	As per revised RFP
17	Agmatel	87	Chapter 7	Terms & Schedule of Project cost releasing to Successful bidder(7.1)	b) Capital Expenditure (CAPEX) Year 1-5 i. After successful installation/ commissioning and integration of all the Hardware and Software (after FAT/Go-live), 30% of the total cost of the installed Hardware & Software shall be payable to the Successful Bidder as per the SLA defined in the RFP. ii. Remaining 70% of the total Hardware & Software cost payable to the Successful Bidder shall be payable in 5 equal annual instalments of 14% each, at the end of each service year.	Kindly make this as: i. After successful installation/ commissioning and integration of all the Hardware and Software (after FAT/Go-live), 40% of the total cost of the installed Hardware & Software shall be payable to the Successful Bidder as per the SLA defined in the RFP or Give this amount as Mobilization Advance against the submission of Equivalent Amount of Bank Guarantee. ii. Remaining 60% of the total Hardware & Software cost payable to the Successful Bidder shall be payable in 5 equal annual instalments of 12% each, at the end of each service year.	As per RFP
18	Agmatel	97	ANNEXURE- 1.1:	TECHNICAL SPECIFICATIONS	Hardware Requirement: Item No 1 : Apple iMac System S.No. 6: Graphics card: WHQL certified NVIDIA Graphics card with 2 GB onboard video memory (non-shared), graphics card shall be chosen such that each workstation supports 4 monitors simultaneously with no degradation in video quality considering HD video quality and 25 fps	We would like to bring to your kind attention that the iMacs having Apple M1 Chip do not come with NVIDIA Graphics card with 2 GB onboard video memory. We request you to kindly remove this point. Further, the iMacs can support two extra Monitors over Native DisplayPort output over USB-C, which is evident from the specifications shared in 'S.No. 11: USB This specification belongs to Desktop Computer Systems. Thus we request you to kindly remove/amend this point.	As per revised RFP
19	Agmatel	98	ANNEXURE- 1.1:	TECHNICAL SPECIFICATIONS	Hardware Requirement: Item No 1 : Apple iMac System S.No. 19: Warranty 5 Years Comprehensive onsite OEM Warranty	We would like to bring to your kind attention that OEM (Apple) doesn't offer 5 Years' warranty with iMac. With reference to the supply agreement signed with R-CAT, we suggest to consider "3 Years Comprehensive onsite OEM Warranty" as standard.	As per revised RFP
20	Maxwell Automations & Systems	89	Chapter 7	Service Level Agreement (SLA) (7.2)	The procurement agency and the bidder, upon successful award of the contract, would get into a SLA wherein a repayment model of 5 years is proposed.	From a long term perspective model, it is proposed that the existing 5 year repayment model be increased to 7 Year repayment model. Doing so would significantly reduce the financial stress and improve in the centres sustainability.	As per RFP

Request for Proposal (RFP)
Selecting Agencies for Setting up Centre of Innovation & Research in Digital Design at
Rajasthan Institute of Advanced Learning
Response to Pre-bid queries (held on 2nd Aug 2023)

S.N.	Organization (Bidder Name)	RFP Pg. No.	Bid Document Reference (Chapter No.)	Bid Document Reference (Content Title)	Bid Document Reference (Original Text / Clause)	Changes Suggested / Clarification Required	Response
21	Maxwell Automations & Systems	90	Chapter 7	Service Level Agreement (SLA) (7.2)	As per the given SLA agreement, the total project cost is to be repaid back to the procuring entity over 5 years.	Requesting clarification whether the Total Project Cost excluding applicable taxes would need to be repaid back or Total Project Cost including applicable taxes would need to be repaid back to the procuring entity.	As per revised RFP
22	Maxwell Automations & Systems	95	Annexure1	Bill of Material	The existing BoM incorporates 2 Labs and 1 Experience Centre	Request to add provision to incorporate additional labs by the procuring entity to increase training/service delivery capacity at the Digital Design Centre of Innovation & Research.	As per revised RFP
23	Maxwell Automations & Systems	87	Chapter 7	Terms & Schedule of Project cost releasing to Successful bidder (7.1)	b) Capital Expenditure (CAPEX) Year 1-5 i. After successful installation/ commissioning and integration of all the Hardware and Software (after FAT/Go-live), 30% of the total cost of the installed Hardware & Software shall be payable to the Successful Bidder as per the SLA defined in the RFP. ii. Remaining 70% of the total Hardware & Software cost payable to the Successful Bidder shall be payable in 5 equal annual instalments of 14% each, at the end of each service year.	i. After successful installation/ commissioning and integration of all the Hardware and Software (after FAT/Go-live), 40% of the total cost of the installed Hardware & Software shall be payable to the Successful Bidder as per the SLA defined in the RFP or Give this amount as Mobilization Advance against the submission of Equivalent Amount of Bank Guarantee. ii. Remaining 60% of the total Hardware & Software cost payable to the Successful Bidder shall be payable in 5 equal annual instalments of 12% each, at the end of each service year.	As per RFP
24	Maxwell Automations & Systems	48	Chapter 5	Second Stage Technical Evaluation (Matrix for Technical Score) (5.19.2)	As per the Experience section of the Matrix for Technical Score, Number of candidates trained (Diploma/ Certification) in digital design sector in last 5 year (course duration should not be less than 40 Hrs.)	It is request to omit the condition of trainings in digital design sector of less than 40 hrs. not being considered. Advanced trainings when conducted Master Trainers and Working professionals, also the target audience at RIAL, typically lasts for less than 40 Hrs as in such trainings up-skilling is conducted for very specific advanced technology modules.	As per revised RFP
25	Maxwell Automations & Systems	96	Annexure 1	Bill of Material	As per the bill of material, Point 2- Software, table serial number 26, 500 + 500 creative cloud software licenses are to be provided.	Since software is subscription based, requesting clarification for the duration of providing these 500+500 licenses of creative cloud. Does it need to be provided for 1 Year or 2 Year.	As per revised RFP
26	Maxwell Automations & Systems	89	Chapter 7	Service Level Agreement (SLA) (7.2)	7.2- Service Level Agreement & 2.9- Key Consideration areas for Bidder (sub point 2), As per the Service Level Agreement(SLA) specified in the RFP document, the successful bidder is proposed to repay back the Total Project Cost back to Govt. of Rajasthan. Such repayments are to be made over a period of 5 years i.e. the duration of the SLA. In another clause mentioned under the Key Considerations for Bidder (Pg 18) the Ownership Control states that upon the culmination of the contract period, all hardware and software procured by RISL/RIAL shall unequivocally continue to be the exclusive property of RISL/RIAL	The total project cost include a substantial amount given towards the Hardware procured to be setup at RIAL/RISL. And post 5 years the centre will be handed over to RIAL/ RISL by the successful bidder including the Hardware and Software. It is kindly requested that only the Hardware Cost which will be highlighted by the bidder during bid submission, should not be part of the repayment plan to the RIAL/ RISL as the hardware remains the sole property of RIAL/ RISL itself even after the duration of SLA agreement.	As per RFP
27	Maxwell Automations & Systems	89	Chapter 7	Service Level Agreement (SLA) (7.2)	As per the given SLA agreement, the total project cost is to be repaid back to RIAL/RISL over a period of 5 years. Further, the excess revenue generated by the bidder i.e. over and above the committed repayment will be shared (50%-50%) by RISL/RIAL and the bidder for the duration of the SLA agreement i.e. 5 years.	It is requested that the additional revenue generated over and above the committed year wise re-payment plan to RIAL/RISL to remain with the successful bidder as the risk of sustainability of the centre and the repayment plan to RIAL/RISL solely remains with the successful bidder. Doing so would further encourage the bidder to achieve the targets set-out as per the SLA agreement. In addition, the bidder would also be encouraged to invest into RISL/RIAL additionally to ensure quality services are being provided at the Institute.	As per RFP