

EoI for Setting up CoE(s) in Drone Technology at Rajasthan Institute of Advanced Learning (RIAL)

Response to Pre-bid queries for EoI published vide NIB no. F4.2(589)/RISL/Tech/2022/7800 dated 17.2.2023

S.N.	Organization (Bidder Name)	EoI pg. No.	Bid Document Reference (Clause)	Bid Document Reference (Original Text)	Changes Suggested / Clarification Required	Tentative Response
1	Drogo Drones Private Limited	9	Chapter-3	<p>Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.</p>	<p>As we are MSME & Start-up company, we request you to amend this clause as mentioned below: The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 1.00 Crore OR Request to allow JV / Consortium to meet the Turnover clause and for participating in Empanelment</p>	As per revised EOI
2	Drogo Drones Private Limited	14	Chapter-5	<p>Public Private Partnership (Tenure): The minimum lock-in period for successful bidder shall not be less than 10 years. For CoE(s) where technology is highly volatile and changes rapidly, the initial MoU can be considered for a minimum period of 5 years, with an option vested with RIAL/ DoIT&C and/ or the successful bidder to review and reinstate the MoU at the end of first 5 years, for another term. The successful bidder however should be willing to undertake the technology upgradation</p>	<p>In Rajasthan e-procurement portal, period of work is mentioned as 1825 days, i.e., 5 years. As per EOI Document, Tenure is for 10 years. Kindly check and confirm on the tenure.</p>	As per EOI

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				and have serious intent to continue running the CoE.		
3	Drogo Drones Private Limited	16	Chapter-6 Existing tender clause 6	Scope of Work	Request you to elaborate on the scope of work in detail clearly w.r.t the functionality of the CoE. What activities should the COE perform especially to industries, other than training to students.	As Per EOI
4	Drogo Drones Private Limited	18	Chapter-7 Existing tender clause 7	Deliverables	Request you to elaborate on the deliverables and success metric of this CoE in detail (training, consulting, engagement with industries, etc.) to have better understanding.	The bidder must submit a proposal that includes all anticipated CoE offerings as well as other necessary documentation. Based on proposals received, the Eol selection committee will finalize the subject areas and accordingly RFP shall be floated.
5	Drogo Drones Private Limited	13	Chapter-5 Existing clause 5.6 (1) Investment	Public Private Partnership	Request you to arrange investment expectations from the successful bidder in detail with minimum and maximum range or an estimated value if any	As per Eol
6	Drogo Drones Private Limited	14	Chapter-5 Existing clause 5.6 (7) Revenue Sharing	Public Private Partnership	Request to confirm on revenue share % figures	To be proposed by the bidder
7	Drogo Drones Private Limited	General	---	---	Request you to confirm on the usage of existing IP rights, patent rights already available with the bidder.	The CoE is expected to be run by the successful bidder for the entire contract period. All such IP and other licences as and when required would have to be used by successful bidder at the CoE.

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8	Drogo Drones Private Limited	General	---	---	Also confirm whether IPs created during the tenure be transferred to RISL/RIAL after 10 years.	IP created during the tenure shall be shared with RIAL and/or any third party as applicable.
9	Drogo Drones Private Limited	General	---	---	Request you to confirm what kind of industries should be supported for consulting activities by the CoE, like mining, land records survey, surveillance, asset monitoring, thermal inspection, etc.	All the industries / sectors/ departments directly or indirectly linked with the drone industry shall be the targeted beneficiaries for CoE.
10	Drogo Drones Private Limited	General	---	---	Kindly confirm whether Successful bidder of this RFP would be eligible to participate in Drone/GIS related tenders floated by government bodies of Rajasthan? (Like RPTO training, Drone Services for Mining related surveys, Digital Surveys, Asset Management, Transmission Lines, pipeline works, Police Monitoring, urban Planning, Metro water bodies, Waste management, Enforcement & analysis, etc.)	No additional benefits or preferences to participate in any EOI/RFPs floated by the State shall be granted to Partners of CoE. For any other state RFP or tendering, the bidder must adhere to all of the requirements for eligibility set forth in the respective EoI/RFP.
11	Drogo Drones Private Limited	General	---	---	Will the CoE (PPP) that would be formed be open to participate in setting up CoE for other state Govts.?	No as such obligation and limitations applies, bidder can participate in other EOI / RFPs of other states.
12	Drogo Drones Private Limited	General	---	---	The operational management team of this CoE (PPP) will report to which competent authority?	Operational management team of successful bidder shall work in close coordination with the management of RIAL.

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13	Spa Geo Technologies Pvt Limited	9	Chapter-3 Clause 3.2 (1)	Legal Entity: Legal Entity The bidder should be a company registered under Indian Companies Act, 1956 /2013	The Indian company is registered under company Act 1956, however our proposed JV partner is from International (Hongkong), where they have manufacturing unit is at China, will be allowed to participate as JV.	As per revised EOI
14	Spa Geo Technologies Pvt Limited	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	Can we participate as Joint Venture with international partner, where combined turnover of Indian and international partner JV is over 10 Crore	As per revised EOI
15	Drone Destination Pvt Ltd	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	For a start-up, may we have a relaxation in this regard?	As per revised EOI
16	Drone Destination Pvt Ltd	16	Chapter-6 Clause 6.2 (C)	Scope of Work	How will the tenure of the training be decided and what will be the criteria for fixing the fees for the course?	Proposal in this regard shall be submitted by the bidder itself, following the industry standard practice

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17	TechEagle Innovations	General	---	---	For this EOI, we intend to set up a drone delivery hub to strengthen healthcare infrastructure. Do you think this qualifies for CoE, RIAL requirements?	The bidder must submit a proposal that includes all anticipated CoE offerings as well as other necessary documentation. Based on proposals received, the Eol selection committee will finalize the subject areas and accordingly RFP shall be floated.
18	Ayaan Autonomous Systems Pvt. Ltd.	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	We request for exemption of prior turnover and financial parameters for assessment as per office memorandum released (Reference document no. DPE/7(4)/2017-Fin.) in favour of relaxation of norms for start-up's medium enterprises	As per revised EOI
19	Ayaan Autonomous Systems Pvt. Ltd.	13	Chapter-5	Public Private Partnership: Mobilizing and registering the students/ research scholars etc. for the certificate/ diploma courses under the CoE	Clarification needed for the stated head count since the application of drone technology can be in the form of Training, Research, Consultancy and Industrial Facilitation Centre(s). We request you to reconsider the removal of this clause since the head count may substantially vary based on the drone technology application.	Bidder may submit its anticipated plan in the proposal, based on proposals received, the Eol selection committee will finalize the subject areas and accordingly RFP shall be floated.
20	Indo Wings Pvt. Ltd.	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and	The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores. It is a	As per revised EOI

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				2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	humble request to kindly provide exemptions for MSMEs and Start-ups.	
21	Indo Wings Pvt. Ltd.	9	Chapter -3	Eligibility Criteria: The Bidder should have worked in the area of Drone Technology.	The Bidder should have worked in the area of Drone Technology. We have Experience in Supply and Survey for drone related projects.	As per EOI
22	Indo Wings Pvt. Ltd.	11	Chapter -4	Project Profile: To conduct need based/ on-request training programs to cater to specialized requirements of MSMEs and start-ups registered under Govt. of Rajasthan and other Government departments.	To conduct need based/ on-request training programs to cater to specialized requirements of MSMEs and start-ups registered under Govt. of Rajasthan and other Government departments. It is a request to give exemptions to other state MSMEs and start-ups also	As per EOI
23	Indo Wings Pvt. Ltd.	14	Chapter-5	Public Private Partnership: The successful bidder may generate revenue from the CoE(s) on Drone Technology through training, consultancy, research, facility Centre etc. to make the CoE self-sustainable.	RISL/ RIAL may charge a proportionate fee, from the revenue generated by the successful bidder from the CoE(s) on Drone Technology against the operational expenditure of the Institute and as per the RISL/ RIAL investment proportion on mutual agreement. Kindly provide with estimation or percentage of revenue sharing for the starting period of the project.	To be proposed by the bidder

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24	Indo Wings Pvt. Ltd.	15	Chapter-5	Public Private Partnership: RISL/ RIAL may charge a proportionate fee, from the revenue generated by the successful bidder from the CoE(s) on Drone Technology against the operational expenditure of the Institute and as per the RISL/ RIAL investment proportion on mutual agreement.	The successful bidder is expected to mobilize and benefit a minimum of 240 (Two hundred forty) beneficiaries across training, consultancy being offered in each cyclic year (from date of commencement of operations). Kindly give information minimum of 240 (Two hundred forty) beneficiaries is it 240 personnel or something else please clarify.	240 beneficiaries include individuals, MSME, Start-up, etc.
25	Indo Wings Pvt. Ltd.	General	---	Bidder is expected to share the details related to the revenue sharing proportion to be shared with RISL/RIAL	Kindly provide budgetary estimation of the project so it would be easier to furnish the project.	To be proposed by the bidder
26	Indo Wings Pvt. Ltd.	36	Annexure	Annexure-9	Kindly give information of how big a lab/class required for how many numbers of students so that it would be easy for us to calculate	Bidders are expected to submit their requirements in this regard based on the industry standards and practises. Bidder may refer to the AICTE guideline
27	Kambill Systems Pvt. Ltd.	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	We request to provide some relaxation for MSME and NSIC bidders. Also, the one having working experience in Rajasthan.	As per revised EOI

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28	Kambill Systems Pvt. Ltd.	11	Chapter-4	<p>Project Profile: Indicative list of Major Technologies identified for CoE(s) on Drone Technology</p> <p>4.3.1 Vertical Take-off & Landing</p> <p>4.3.2 Radar positioning Drone Technology</p> <p>4.3.3 Obstacle detection Drone Technology</p> <p>4.3.4 Gyro stabilization Drone Technology</p> <p>4.3.5 GPS Drone Technology</p> <p>4.3.6 Drone Transmission Technology</p> <p>4.3.7 Live Video Drone Technology</p> <p>4.3.8 Drone Propulsion Technology</p> <p>4.3.9 UAV Application</p> <p>4.3.10 Fuel Cell Technology</p> <p>4.3.11 AI-Enabled Control System</p>	<p>The technologies should be eliminated with Industries, it will help the department to generate better skilled man power and training will be better.</p> <p>Industries: a. Survey b. Mapping c. Inspection d. Surveillance e. Aerial Videography f. AI enabled solutions g. Manufacturing of different type of Drone</p>	To be proposed by the bidder
29	Kambill Systems Pvt. Ltd.	14	Chapter-5	<p>Public Private Partnership: The successful bidder may generate revenue from the CoE(s) on Drone Technology through training, consultancy, research, facility Centre etc. to make the CoE self-sustainable. RISL/ RIAL may charge a proportionate fee, from the revenue generated by the successful bidder from the CoE(s) on Drone Technology against the operational expenditure of</p>	<p>Kindly clarify on commercial expectation from RISL. This will help bidder to plan the project in better way ahead.</p>	<p>Revenue sharing shall be decided based on mutual agreement. Bidder is expected to share the details related to the revenue sharing proportion to be shared with RISL/RIAL.</p>

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				the Institute and as per the RISL/ RIAL investment proportion on mutual agreement. Bidder is expected to share the details related to the revenue sharing proportion to be shared with RISL/RIAL		
30	DroneAcharya Aerial Innovations Limited	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be reduced to at least Rs. 1 Crores. Majority of drone companies are start-up and in existence for even maybe less than 3 years Drone industry is in Nascent stage and this condition will exclude the majority of the drone companies. Request to include this change for greater competition and participation.	As per revised EOI
31	DroneAcharya Aerial Innovations Limited	16	Chapter-6	Scope of Work: Mobilizing and registering the students/ research scholars etc. for the certificate/ diploma courses under the CoE	Registration will be through the RIAL portal or the bidder's portal?	All of these activities must be carried out using RIAL systems or procedures.
32	DroneAcharya Aerial Innovations Limited	16	Chapter-6	Scope of Work: Foreign Collaborations for Certification & Research	Clarify and elaborate on this, what kind of foreign collaboration bidder needs to have and for what purpose?	Where appropriate, bidders may seek such collaborations with reputable national or international bodies or institutions (Not a mandatory requirement)

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33	DroneAcharya Aerial Innovations Limited	16	Chapter-6	Scope of Work: Any other relevant work assigned by RISL management	Is it under the same scope of work?	As per EOI
34	Dronetech Solution Pvt Ltd (Aerobott)	9	Chapter-3 Clause 3.2 (3)	Eligibility Criteria (Financial Turnover) The average Annual Turnover of the bidder during the last three financial years, i.e., from, 2019-20, 2020-21, and 2021-22 (as per the last published audited balance sheets), should be at least Rs. 10.00 Crores.	Financial Turnover: The current requirement of an average turnover of at least 10 crores needs to be removed as it may discourage drone start-up's from applying. A more reasonable and inclusive turnover requirement would be appreciated.	As per revised EOI
35	Dronetech Solution Pvt Ltd (Aerobott)	General	---	---	Mandatory Technical Certificates: The requirement of bidders having at least DGCA's approval for RPTO and Type Certificate by DGCA for training drones should be made optional. This is because not all drone companies may require these certificates for their operations, and it may exclude potentially qualified bidders.	As per EOI