

Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
1	16	3.1(3)	Pre-qualification criteria for bidders Financial Turnover	<p>Average annual turnover of the bidder/ either of the consortium partners should be at least Rs 300 Crore from IT/ ITes* during the last five financial years (FY's 2018-19, 2019-20, 2020-21, 2021-22 & 2022-23) as per last audited balance sheet.</p> <p>* IT Enabled Service* is defined as any product or service that is provided or delivered using the resources of Information and Communication Technology</p>	<p>Average annual turnover of the bidder/ either of the consortium partners should be at least Rs 200 Crore from IT/ ITes* during the last five financial years (FY's 2018-19, 2019-20, 2020-21, 2021-22 & 2022-23) as per last audited balance sheet</p>	No Change
2	16	3.1(3)	Pre-qualification criteria for bidders Financial Turnover	<p>Average annual turnover of the bidder/ either of the consortium partners should be at least Rs 300 Crore from IT/ ITes* during the last five financial years (FY's 2018-19, 2019-20, 2020-21, 2021-22 & 2022-23) as per last audited balance sheet.</p> <p>* IT Enabled Service* is defined as any product or service that is provided or delivered using the resources of Information and Communication Technology</p>	<p>Average annual turnover of the bidder/ either of the consortium partners should be at least Rs 200 Crore from IT/ ITes* during the last five financial years (FY's 2018-19, 2019-20, 2020-21, 2021-22 & 2022-23) as per last audited balance sheet * IT Enabled Service* is defined as any product or service that is provided or delivered using the resources of Information and Communication Technology</p>	No Change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
3	17	3.1(5)	Pre-qualification criteria for bidders Technical Capability	<p>The bidder or either of consortium partners must have successfully commissioned atleast one project of INR 25 Cr. or more during financial years 2017-2018, 2018- 2019, 2019-2020, 2020-2021, 2021-22 and 2022-23 for any Government Department / Government Agency / PSU in India having following scope of work:</p> <p>1. In wildlife surveillance project (where camera's are installed inside forest and wildlife area): Supply, installation and maintenance of > 50 Thermal cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre</p> <p>OR</p> <p>2. In non-wildlife surveillance project: Supply, installation and maintenance of > 700 cameras including 50 thermal / night vision / IR cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre</p> <p>A. Note:</p> <p>1. The date of the orders and completion of a project or go live of the project should remain between 1st Apr. 2017 and last date of bid submission.</p> <p>2. Projects executed with in the agency's own company, group of companies, Joint Venture companies shall not be considered.</p> <p>3. Only one project will be taken for the evaluation in this criterion based on the PQ criteria mentioned above in this section. In case of more than one project, the first project will be taken in sequence of page number of technical bid document (ascending order), therefore bidders should ensure all required documents mentioned in this section for a project are to be submitted with technical bid.</p>	<p>The bidder or either of consortium partners or Associated OEM solution must have successfully commissioned atleast one project of INR 10 Cr. or two orders of 7 Cr. each during financial years 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2021-22 and 2022-23 for any Government Department / Government Agency / PSU in India having following scope of work.</p> <p style="text-align: center;">OR</p> <p>2. In non-wildlife surveillance project: Supply, installation and maintenance of > 700 cameras including night vision / IR cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre</p>	No Change

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4	17	3.1(5)	Pre-qualification criteria for bidders Technical Capability	<p>The bidder or either of consortium partners must have successfully commissioned atleast one project of INR 25 Cr. or more during financial years 2017-2018, 2018- 2019, 2019-2020, 2020-2021, 2021-22 and 2022-23 for any Government Department / Government Agency / PSU in India having following scope of work:</p> <p>1. In wildlife surveillance project (where camera's are installed inside forest and wildlife area): Supply, installation and maintenance of > 50 Thermal cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre OR</p> <p>2. In non-wildlife surveillance project: Supply, installation and maintenance of > 700 cameras including 50 thermal / night vision / IR cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre</p> <p>A. Note:</p> <p>1. The date of the orders and completion of a project or go live of the project should remain between 1st Apr. 2017 and last date of bid submission.</p> <p>2. Projects executed with in the agency's own company, group of companies, Joint Venture companies shall not be considered.</p> <p>3. Only one project will be taken for the evaluation in this criterion based on the PQ criteria mentioned above in this section. In case of more than one project, the first project will be taken in sequence of page number of technical bid document (ascending order), therefore bidders should ensure all required documents mentioned in this section for a project are to be submitted with technical bid.</p>	<p>The bidder or either of consortium partners must have successfully commissioned atleast one project of INR 25 Cr. or more during financial years 2017-2018, 2018- 2019, 2019-2020, 2020-2021, 2021-22 and 2022-23 for any Government Department / Government Agency / PSU in India having following scope of work:</p> <p>1. In wildlife surveillance project (where camera's are installed inside forest and wildlife area.): Supply, installation and maintenance of > 50 Thermal cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre OR</p> <p>2. In non-wildlife surveillance project: Supply, installation and maintenance of >= 600 cameras including 50 thermal / night vision / IR cameras with Video Management Software Deployment including AI/ML capabilities and building up of data centre/ NOC/ Command & Control Centre</p> <p>A. Note:</p> <p>1. The date of the orders and completion of a project or go live of the project should remain between 1st Apr. 2017 and last date of bid submission.</p> <p>2. Projects executed with in the agency's own company, group of companies, Joint Venture companies shall not be considered.</p> <p>3. Only one project will be taken for the evaluation in this criterion based on the PQ criteria mentioned above in this section. In case of more than one project, the first project will be taken in sequence of page number of technical bid document (ascending order), therefore bidders should ensure all required documents mentioned in this section for a project are to be submitted with technical bid.</p>	No Change
5	20	3.2 (5)	Pre-qualification criteria of Original Equipment Manufacturer (OEM);	<p>Installation Base Other than thermal cameras under clause 3.2' and it should be read "Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied and commissioned of cameras (such as Bullet Type, Box Type, PTZ Type, 4K type etc) of minimum cumulative value of INR 2000 Lakhs.</p>	<p>Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied Thermal cameras / night vision / IR cameras and other than thermal cameras / night vision / IR cameras such as Bullet Type, Box Type, PTZ Type, 4K type etc. of minimum cumulative value of INR 2000 Lakhs in India.</p>	No Change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
6	76	S.1.	Payment Terms and Schedule	<p>Milestone#2 - Undertake activities mentioned in Scope of Work Section 4.1.1. for Phase-IV Payment Schedule: → S1 = T2 + 30 days → 5 % of Quoted cost at BOQ1 of Financial Bid (Capex)</p> <p>Milestone#3 - Undertake activities Mentioned in Scope of Work Section 4.1.2.- 4.1.7. for Phase-IV and Section 4.2.1. for Upgradation of Phase-I Payment Schedule: → T3 = S + 180 Days → 65 % of Quoted cost at BOQ1 of Financial Bid (Capex)</p> <p>Note: Location-wise payment will be made after deployment of WSS&APS components at all decided points/sites for onsite setups in the location as per approved Solution</p> <p>Milestone#4 - Upgradation of Phase-I S1S5= The date of go-live mentioned in go-live certificate → 10 % of Quoted cost at BOQ1 of Financial Bid (Capex)</p> <p>Milestone#5 - Undertake activities Mentioned in Scope of Work Section 4.1.8 for Phase-IV and Section 4.2.2. for O&M of Phase-I Payment Schedule: Remaining 20% of Quoted cost at BOQ1 of Financial Bid (Capex) + 100% of Quoted cost at BOQ2 of Financial Bid (Opex) will be equally spread over 5 years payable quarterly.</p> <p>→ Note: O&M Cost will be paid quarterly after making adjustments for penalties as per SLA/Performance</p>	<p>5% payment is released after 120 days, considering the project cost we request you to relax the payment terms. We request to release the 10% payment as resource mobilization advance. As per CVC Guidelines you may ask for Bank Guarantee for release of Advance Mobilization.</p> <p>65% payment is released after 300 days, considering the project cost we request you to relax the payment terms. We request to release the 60% payment on submission of proof for delivery of equipments, and 10% on installation and commissioning</p> <p>10% of payment should be released on pro-rata basis i.e. submission of go live certificates site wise, should not be released after go live of all sites.</p> <p>Remaining 10% of Quoted Cost of BOQ1 of Financial Bid (Capex)</p> <p>100% of Quoted cost at BOQ2 of Financial Bid (Opex) of Financial Bid (Opex) will be equally spread over 5 years payable quarterly.</p>	No Change
7	86	8.2.1 → Pt (c) under Notes	Infrastructure Service levels b) During extreme conditions/events	<p>The selected bidder shall take all required measures or deploy additional components or ensure proper lock & key or increase elevation of storage boxes or fencing etc. to avoid the risk of system shutdown/ WSS&APS component's damages due to wind speed/ heavy rains/ fire/ flood/ electric surges/ theft/ any similar unforeseen reasons. No extra cost will be paid to the selected bidder for replacement or repair or deployment of new component or any other measures.</p>	<p>Request you to exclude the night time between 6 PM to 6 AM and monsoon period from the SLA penalty.</p> <p>Reason: As a fault will be reported at the site in the forest, the maintenance team will ask for permission to attend the call from the Forest Department and the DoIT. It will take a few hours to get the permission from the respective authorities. Since, sites are deep in the forest and at the top of the hills, it takes whole working day to reach at the site. Further, team will diagnose the fault and make the alternate arrangements to keep the site up if possible. The faulty equipment will be taken out of the forest and replacement will be provided for it. The whole activity takes more than 2 days, but the Forest Department don't permit to go inside the forest to conduct any maintenance activity before 6AM and after 6PM. Moreover, in monsoon the forest department don't allow to go inside the forest to conduct any maintenance activity because of water logging and damaged motorways. So, we request you to exclude the time between 6 PM to 6 AM and monsoon period from the SLA.</p>	No Change

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8	112	1.3.1 (1.6)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I	Thermal Camera Specifications: Optical Focal Length- Minimum 30 mm - 150 mm or better	<p>Request for change: 30 mm – 75 mm or higher</p> <p>Justification for the request Older cameras with older heat-sensor chipset were requiring higher focal length to provide longer distance. Now a days, the cameras are using latest heat-sensor technologies with improved ranges.</p> <p>Since the functional requirement is 8 KM vehicle detection, and our proposed camera's 75mm thermal lens is capable to detect a car (size 2.3m x 2.3m) at 9KM and cost effective too, it should be allowed here and should not be restricted with higher lens (150mm). Using a higher lens will unnecessarily increase size and weight of camera as well as the cost of camera.</p> <p>The 75mm lens camera weight is 9.1 KG which is very easy to install and can be maintained by single manpower even on a high – tower installation.</p> <p>The proposed camera offers benefits with power consumption too. It requires too-low POE power 60 Watt. Since these cameras are to be installed in remote locations where power source availability is a challenge, less power needs will be beneficial for less solar requirement and decrease the system down time due to power issues.</p> <p>We request you not to restrict the lens at 150mm and allow the 75mm lens considering the functional requirement of 9KM vehicle</p>	No Change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
9	114	1.3.1 (24)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I	Day/Night CMOS Camera Lens Focal Length- 12.5 mm to 750 mm or better based on zoom	<p>Request for change: 2K resolution @ Focal Length 12.5 mm to 750 mm. OR 4K resolution @ Focal Length 6.8 - 202 mm or higher.</p> <p>Justification for the request:</p> <p>The ask is 750mm lens @1080p resolution while we are proposing the camera with 202mm lens @ 4K resolution. The range performance of visible sensor depends on various atmospheric factors such as light conditions, humidity, dust, temperature, smog etc., so the maximum on-field-range achieved by a visible camera is roughly 2KM.</p> <p>The proposed camera with 4K resolution @ 202mm lens is also capable to achieve this performance. So, request you to allow 4K resolution with 202mm lens size to get the maximum participation.</p> <p>For the surveillance of a distant object, only a higher focal length and higher zoom ratio are not sufficient, it also depends on scene resolution captured by lens.</p> <p>If we talk about same video resolution (at 1080p), Undoubtedly, the 750mm lens will equal range at @ 4K resolution with 202 mm lens.</p> <p>An image captured by 202mm lens at 4K resolution will have 4 times more pixels than</p>	No Change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
10	115	1.3.1 (14)	Cameras: Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I.	The Camera should be modular to replace the thermal as well as optical payloads in the field without changing the total camera.	<p>Request To change:</p> <p>Request to remove the modular design.</p> <p>Justification for the request:</p> <p>The payload replacement feature was provided in older cameras that were bulky in shape and weight and it was very difficult to dismantle them once they get installed on a high tower.</p> <p>Payload replacement was not so easy. There was a challenge with camera picture quality calibrations. Even after replacing the payload, mostly cameras suffer with bad picture quality, and they need to send to OEM service centre to be calibrated.</p> <p>But the proposed camera come with small form factor and 9.1 KG weight. Since the repairing center is in India, the camera can be repaired in minimum days at OEM service center with no quality compromise.</p> <p>We also provide the warranty on thermal detector upto 10 years and claim that performance of camera will not deteriorate upto 10 years.</p> <p>Kindly allow us by removing the design restrictions and increase the competitions.</p>	No Change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
1	19	3.2 (4)	Pre-qualification criteria of Original Equipment Manufacturer (OEM):	Installation Base of Thermal Camera and other than thermal cameras : Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied Thermal cameras and other than thermal cameras such as Bullet Type, Box Type, PTZ Type, 4K type etc. of minimum cumulative value of INR 2000 Lakhs in India.	We would request to add following points in Pre-Qualification criteria of Original Equipment Manufacturer of thermal camera: 1. OEM should have supplied at least 50 units of PTZ thermal cameras in any government project in India. 2. OEM should have provided that PTZ thermal cameras have been successfully supplied, installed, commissioned and performed satisfactorily for a minimum period of three years for any government customer in India from the date of successful installation /commissioning. Order and proveness certificates to be submitted	Please refer updated RFP.
19	3.2 (4)	3.2 (4)	Pre-qualification criteria of Original Equipment Manufacturer (OEM):	Installation Base of Thermal Camera and other than thermal cameras : Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied Thermal cameras and other than thermal cameras such as Bullet Type, Box Type, PTZ Type, 4K type etc. of minimum cumulative value of INR 2000 Lakhs in India.	Installation Base of Thermal Camera :Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied Thermal cameras for Wildlife Surveillance of minimum cumulative value of INR 200 Lakhs in India. OR The OEM should have supplied Thermal cameras of minimum cumulative value of INR 500 Lakhs in India. and	Please refer updated RFP.

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
					<p>Installation Base of other than thermal cameras : Installation Base (From 1st April 2017 to till bid submission date) – The OEM should have supplied other than thermal cameras such as Bullet Type, Box Type, PTZ Type, 4K type etc. of minimum cumulative value of INR 2000 Lakhs in India.</p> <p>Remarks: OEM for Thermal camera's and other camera's are different. There are many OEM's who have core expertise in thermal & manufacture thermal cameras only. So, they can not have experience of other camera's.</p>	
3	19	3.2 (1)	Pre-qualification criteria of Original Equipment Manufacturer (OEM):	Existence of Camera's OEM in India : OEM or its subsidiary company or sole authorized distributor should have registered office in India on or before 1st April 2017.	<p>Existence of Camera's OEM in India : OEM (Directly) should have registered office in India on or before 1st April 2017.</p> <p>Remarks: OEM having direct presence in India can be able to provide better service support.</p>	Please refer updated RFP.
4	21	3.3 (1)	Technical Evaluation Criteria	Parameter Maximum Marks INR 100 Cr. & Above 5 INR 75	<p>Realised Values of project : INR 30 Cr. & Above : 5 Marks INR 25 Cr. < INR 30 Cr. : 4 Marks</p>	No Change



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				Cr. < INR 100 Cr. 4>INR 50 Cr. < INR 75 Cr. 3INR 25 Cr. to INR 50 Cr. 2	>INR 20 Cr. < INR 25 Cr. : 3 Marks INR 15 Cr. to INR 20 Cr. : 2 Marks Remarks: Since you have asked for maximum value of 25 crore, so 25 crore slab should not be kept at minimum.	
5	26	4.1 (4.1.3)	Study, Design, Deployment of Infrastructure and Operation & Maintenance Services of WS&APS Phase-IV	Rule Referred under 4.1.3 Integration of commissioned solution with existing / upcoming third party applications/ solutions	Kindly clarify the integration scope of work with existing WS&APS application of new supplied or existing equipment.	Please refer updated RFP.
6	27	4.1 (4.1.5)	Study, Design, Deployment of Infrastructure and Operation & Maintenance Services of WS&APS Phase-IV	Rule Referred Under 4.1.5. Third Party Audit (TPA)	Please clarify the Appointment of TPA is under scope of SI or RISL and if it is in scope of SI then for cost factor line item to be provided in BOQ for quoting of prices.	IT equipment such as server, switches, Radio setups or any application/ software components to be supplied by bidder should be certified by TPA agency empanelled at CERT-IN/ MEITY/ NICSI. The cost of these TPA will be borne by selected bidder.
7	75	8.1 -> a) -> Pt.3	Payment Terms and Schedule	5 % of Quoted cost at BOQ1 of Financial Bid (Capex)	10% Secure Mobilization Advance against Bank Guarantee. Remarks: The current project is ITES Project but the payment terms are as per works project, so in works projects there is provisions for 10% mobilization advance against Bank Guarantee to manage the cash	No change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
8	75	8.1 -> a) -> Pt.5	Payment Terms and Schedule	Undertake activities Mentioned in Scope of Work Section 4.1.2.- 4.1.7. for Phase-IV and Section 4.2.1. for Upgradation of Phase-I	flow of the project. We request you to kindly relax and release the payment of min 60% against the supply of material at site on pro-rata basis, 15% against installation and commissioning of site at pro-rata basis and 10% against Go-Live on pro-rata basis.	No change
9	75	8.1.	Payment Terms and Schedule	Milestone #2 - Undertake activities Mentioned in Scope of Work Section 4.1.1. for Phase-IV Payment Schedule: → 5 % of Quoted cost at BOQ1 of Financial Bid (Capex) Milestone#3 - Undertake activities Mentioned in Scope of Work Section 4.1.2.- 4.1.7. for Phase-IV and Section 4.2.1. for Upgradation of Phase-I Payment Schedule: → 65 % of Quoted cost at BOQ1 of Financial Bid (Capex) Note: Location-wise payment will be made after deployment of WS&APS components at all decided points/sites for onsite setups in the location as per approved Solution Milestone#4 - Upgradation of Phase-I Payment Schedule: → 10 % of Quoted cost at BOQ1 of Financial Bid	We request to revise the payment terms as below, to consider the payment on pro-rata basis for the supply of materials and equipment, and realization of CAPEX on the 'Go-live' of the Project. 1. Milestone#2 - Undertake activities Mentioned in Scope of Work Section 4.1.1. for Phase-IV Payment Schedule: → 10% 5 % of Quoted cost at BOQ1 of Financial Bid (Capex) 2. Milestone#3 - Supply of Material on pro-rata basis for undertaking activities Mentioned in Scope of Work Section 4.1.2.- 4.1.7. for Phase-IV and Section 4.2.1. for Upgradation of Phase-I Payment Schedule: → 50% 65 % of Quoted cost at BOQ1 of Financial Bid (Capex) Note: Location-wise payment will be made after deployment of WS&APS components at all	No change

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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
				(Capex)Milestone#5 - Undertake activities Mentioned in Scope of WorkSection 4.1.8 for Phase-IV and Section 4.2.2. for O&M of Phase-IPayment Schedule: Remaining 20% of Quoted cost at BOQ1 of Financial Bid (Capex) + 100% of Quoted cost at BOQ2 of Financial Bid (Opex) will be equally spread over 5 years payable quarterly.→ Note: O&M Cost will be paid quarterly after making adjustments for penalties as per SLA/Performance	decided points/sites for onsite setups in the location as per approved Solution3. Milestone#4 - Commissioning activities for Upgradation of Phase-I Payment Schedule: → 20% 10 % of Quoted cost at BOQ1 of Financial Bid (Capex)4. Milestone#5 - Final Go-Live of the System of the total System Undertake activities Mentioned in Scope of WorkSection 4.1.8 for Phase-IV and Section 4.2.2. for O&M of Phase-IPayment Schedule: Remaining 20% of Quoted cost at BOQ1 of Financial Bid (Capex) 5. Milestone#6 - + 100% of Quoted cost at BOQ2 of Financial Bid (Opex) will be equally spread over 5 years payable quarterly.→ Note: O&M Cost will be paid quarterly after making adjustments for penalties as per SLA/Performance	
10	75	8.1-> a) -> Pt.3	Payment Terms and Schedule	Undertake activities Mentioned in Scope of Work Section 4.1.8 for Phase-IV and Section 4.2.2. for O&M of Phase-I	We request you to reduce the retention amount from 20% to 10% and release the same against equivalent amount of Bank Guarantee. Ma'am, in RFP payment terms, challenge,suppose we raise Invoice of Rs.100 , against which RISL pay only Rs.80	No change





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					and rest Rs.20 in 5 years means Project os open in Books for another 5 years, itsdifficult for accounting books to justify the same. Accounting consider this as non-performance .	
11	112	1.3.1 (1.6)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I:	Thermal Camera Specifications: Optical Focal Length (Thermal Lens) - Minimum 30 mm - 150 mm or better	Optical Focal Length (Thermal Lens) - Minimum 38 mm - 190 mm or better Remarks: As per new industry standard the more power lens are available, which can provide more distance coverage with more clarity.	No change.
12	112	1.3.1 (1.6)	Cameras/ Sensors:Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I:	Thermal Camera Specifications:Optical Focal Length- Minimum 30 mm - 150 mm or better	Request For change:30 mm – 75 mmor higherJustification for the request :Older cameras with older heat-sensor chipset were requiring higher focal length to provide longer distance. Now a days, the cameras are using latest heat-sensor technologies with improved ranges. Since the functional requirement is 8 KM vehicle detection, and our proposed camera's75mm thermal lens is capable to detect a car (size 2.3m x 2.3m) at 9KM and cost effectivetoo, it should be allowed here and should not be restricted	No change.



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					with higher lens (150mm). Using a higher lens will unnecessarily increase size and weight of camera as well as the cost of camera. The 75mm lens camera weight is 9.1 KG which is very easy to install and can be maintained by single manpower even on a high – tower installation. The proposed camera offers benefits with power consumption too. It requires too low POE power 60 Watt. Since these cameras are to be installed in remote locations where power source availability is a challenge, less power needs will be beneficial for less solar requirement and decrease the system down time due to power issues. We request you not to restrict the lens at 150mm and allow the 75mm lens considering the functions requirement of 8KM vehicle detection.	
13	112	1.3.1 (2.4)	Cameras/ Sensors:Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I:	Day/Night CMOS Camera Lens Focal Length- 12.5 mm to 750 mm or better based on zoom	Request For change:4K resolution @ Focal Length 6.8 – 202 mm or higher.Justification for the request:The ask is 750mm lens @1080p resolution while we are proposing the camera with 202mm lens @ 4K resolution. The range	No Change





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					<p>performance of visible sensor depends on various atmospheric factors such as light conditions, humidity, dust, temperature, smog etc., so the maximum on-field-range achieved by a visible camera is roughly 2KM. The proposed camera with 4K resolution @ 202mm lens is also capable to achieve this performance. So, request you to allow 4K resolution with 202mm lens size to get the maximum participation. For the surveillance of a distant object, only a higher focal length and higher zoom ratio are not sufficient, it also depends on scene resolution captured by lens. If we talk about same video resolution (at 1080p), Undoubtedly, the 750mm lens will equal range than that of 202 mm lens. But an image captured by 202mm lens at 4K resolution will have 4-times more pixels than that of 1080p and it can be further zoom-in digitally and provide equal range of 750mm lens. The proposed camera is having another advantage in visual sensor that it has a wiper facility with which helps in providing the clear view by</p>	

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					cleaning the camera remotely during/ after rain-shower. Without wiper, it is difficult to clean physically the lens window at too high towers	
14	112	1.3.1 (4)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I:	Alarm Input & output ports, Two-Way communication, RS485, Ethernet Port	Request For change: RS 485' to be deleted. Justification for the request: RS-485 technology was being used in older analog cameras for Pan, tilt and zoom operations and these cameras were using BNC output terminal for video-communication. But if the requirement is only for TCP/ IP cameras, there is no use of RS 485. Kindly remove this to allow more competition by permitting more nos. of IP camera's manufacturers	Please refer updated RFP.
15	113	1.3.1 (14)	Cameras/ Sensors:Observable Thermal with Clear	The Camera should be modular to replace the thermal as well as optical payloads in the field	Request To change:Request to remove the modular design.Justification for the	No Change

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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
			vision PTZ assembly with embedded Video Encoder Type-I:	without changing the total camera.	request:The payload replacement feature was provided in older cameras that were bulky in shape and weight and it was very difficult to dismantle them once they get installed on a high tower. Payload replacement was not so easy. There was a challenge with camera picture quality calibrations. Even after replacing the payload, mostly cameras suffer with bad picture quality, and they need to send to OEM service centre to be calibrated. But the proposed camera come with small form factor and 9.1 KG weight. Since the repairing center is in India, the camera can be repaired in minimum days at OEM service center with no quality compromise. We also provide the warranty on thermal detector upto 10 years and claim that performance of camera will not deteriorate upto 10 years. Kindly allow us by removing the design restrictions and increase the competitions.	
16	113	1.3.1 (15)	Cameras/ Sensors:Observable Thermal with Clear vision PTZ assembly	Protection Grade: IP67, ant surge 6KV, anti-electrostatic 8KV (touched by objects), antielectrostatic 15KV (air)	Request For change:IP66Justification For the request:IP67 ingress protection is used to protect the camera from	No Change

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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
			with embedded Video Encoder Type-I:		water-immersion, IP67 is used when the camera dipped in water for 30 minute and 1 meter under the water, basically IP67 used for marine/Sea shore/Dam/water floating solar plant.But here the application is outside of water i.e.cameras are to be deployed on towers where they must be protected from humidity and rain. For such applications, IP66 rating is sufficient as it protects camera from water projection with powerful jets/rain water (Shower) from all direction with no effects. Since we are achieving functional requirements of the application with IP66, please allow us in competitions.	
17	113	1.3.1 (7)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-I:	Geo location (geo coordinates) of an object with distance from the camera is required for solution. The OEM with SI will provide all requisite features in the solution.	Please clarify/mention the details of terrain in which Geo location (Geo Coordinates) of an object with distance from the camera to be provided	The terrain includes but not limited to plane surface, hill, valley, grassland with multiple slopes etc.
18	113	1.3.1 (9)	Cameras/ Sensors:Observable Thermal with Clear vision PTZ assembly	Loaded with 256 GB Memory	Request For change:Request to allow third party storage toachieve the same.Justification for the request:Most of the Global thermal	No Change

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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
			with embedded Video Encoder Type-I:		OEMs do not use built-in SD-card for storage. As per them, these cameras are mostly used in critical applications and since their ranges are high, they are, usually, deployed in remote locations from control rooms. Keeping storage there inside the camera, can lead to security-threats as the sensitive footage stored in camera-SDcard can be stolen and mis-used. Therefore, we recommend making the recordings in VMSonly which will be kept at secured place and remove this requirement for equal competitions. Still, internal storage required in camera, so request you to allow third party storage to make a equal competition.	
19	115	1.3.2 (4)	Cameras/ Sensors: Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-II	Alarm Input & output ports, Two-Way communication, RS485, Ethernet Port	Request For change: 'RS 485' to be deleted. Justification for the Request : RS-485 technology was being used in older analog cameras for Pan, tilt and zoom operations and these cameras	Please refer updated RFP.

02
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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
					<p>were using BNC output terminal for video-communication.</p> <p>But if the requirement is only for TCP/IP cameras, there is no use of RS 485.</p> <p>Kindly remove this to allow more competition by permitting more nos. of IP camera's manufacturers.</p>	
20	115	1.3.2 (9)	Cameras/ Sensors:Observable Thermal with Clear vision PTZ assembly with embedded Video Encoder Type-II	Loaded with 256 GB Memory	<p>Request For change:Request to allow third party storage toachieve the same.Justification For request :Most of the Global thermal OEMs do not use built-in SD-card for storage. As per them, these cameras are mostly used in critical applications and since their ranges are high, they are, usually, deployed in remote locations from control rooms. Keeping storage there inside the camera, can lead to security-threats as the sensitive footage stored in camera-SDcard can be stolen and mis-used. Therefore, we recommend making the recordings in VMOnly which</p>	No Change

OK

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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
					will be kept at secured place and remove this requirement for equal competitions. Still, internal storage required in camera, so request you to allow third party storage to make a equal competition.	
21	120	1.4--> 1.4.2-->3	RF Network: Outdoor Gigabit Network Managed Switch:Type-1:	Port: 8 ports of 10/100/1000 Base-Tx (PoE+ Enabled), 2x1Gbps (Single mode LR SFP) along with required SFP module (Loaded with same OEM) and patch chords for all interfaces to be included	(switch should have a PoE budget of 240W)	Please refer updated RFP.
22	120	1.4--> 1.4.2-->4	RF Network: Outdoor Gigabit Network Managed Switch:Type-1:	Network Protocol: IEEE: 802.3 Ethernet, 802.3u Fast Ethernet, 802.3x Flow Control, 802.3ab Gigabit Ethernet, 802.1p QoS, 802.1x	1x (please add : the switch should support 4000 VLANs as per 802.1q. Should also support IGMP and PIM for multicast).	Please refer updated RFP.
23	120	1.4--> 1.4.2-->5	RF Network:Outdoor Gigabit Network Managed Switch:Type-1:	Should be IPV4 and IPV6 supported	(please add : support for static, RIP, OSPF)	No Change
24	120	1.4--> 1.4.2-->6	RF Network: Outdoor Gigabit Network Managed Switch:Type-1:	Power: 100-240VAC, 50/60Hz Internal Universal Power or AC/DC power adaptor to be provided	(please add : should support dual power supplies for power redundancy)	No change
25	120	1.4--> 1.4.2-->7	RF Network: Outdoor Gigabit	Switch should Certified FCC Class A, CE, ROHS, NEMA-TS2, Shock-Drop-Vibration Test,	(please remove FCC Class A as this is only applicable for made in US products, Please remove	Please refer updated RFP.



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S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
			Network Managed Switch:Type-1:	and UL (All certificates should be enclosed with bid)	NEMA-TS2 as it's a north American standard applicable for traffic environments – our switches support the temperature & humidity requirements mandated in NEMA-TS2, please mention UL or equivalent as we support IEC/EN test certificates)	
26	120	1.4--> 1.4.2-->10	RF Network: Outdoor Gigabit Network Managed Switch:Type-1:	The OEM should exist in the magic quadrant for the wired and wireless LAN access infrastructure of Gartner in 2020 or 2021.	(please remove this as Govt of India has mandated that Gartner cannot be used for qualification of vendors. Instead please replace that the quoted products should be Class I Make in India)	Please refer updated RFP.
27	142	BOQ-1 (CAPEX): Item S. No. A.8 & C.35	Financial Bid: BOQ-1 (CAPEX)	Phase-IV Components: Public Address System (PAS)- Horn Speaker and New Components for Phase-I: Public Address System (PAS)-Horn Speaker	Kindly clarify whether PA speaker Controller Application need to be supplied or to be integrate with existing application (In case of integration with existing application, details of existing PA speaker controller application to be provided for compatibility)	Please refer updated RFP.
28	143	BOQ-1 (CAPEX): Item S. No. B.24	Financial Bid: BOQ-1 (CAPEX)	Upgradation* of Phase-I Components of Server Upgradation with Storage	Kindly clarify it is upgradation (buy back) of server and storage or server with server storage. Remarks: We recommend to upgrade only server with server and storage to enhance the capacity of storage.	Please refer updated RFP.
29	143	BOQ-1	Financial Bid:	Upgradation* of Phase-I	Kindly clarify it is upgradation (buy	New switches need to be

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Annexure-A:-Reference No. F4.3(571)/RISL/Tech/2023/4241

S.No.	RFP Page No.	RFP Rule No.	Category	Rule according to RFP	Query/ Suggestion/ Clarification	Response
		(CAPEX): Item S. No. B.26	BOQ-1 (CAPEX)	Components Upgradation of Outdoor Gigabit Network Managed Switch: Type-1	back) or new switches to be supplied.	provided as per requirement given for upgradation in the RFP.
30	144	BOQ-1 (CAPEX): Item S. No. B.30 & B.31	Financial Bid: BOQ-1 (CAPEX)	Maintenance and repair of container's non-IT Equipment PAC & Maintenance and repair of container's non-IT Equipment Online UPS with Batteries	For PAC's and UPS we recommend to go for upgradation inspite of maintenance. Remarks: As the existing system is conventional and without automatic switchover with scheduler, even it occupies lot of space in container which creates many bottleneck for equipment management.	Please refer updated RFP.
31	160	ANNEXURE-20B.(20.05)	EXISTING WS&APS COMPONENTS IN PHASE-I	B. Modular Containerized Data Centre ->Common Components->Lighting Protection and Earthing	ATS to be used for managing switch over between 2 solar systems for onsite setup Remarks:We recommend to deploy ATS (Automatic Transfer Switch) on every onsite setup	Please refer updated RFP.

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