

**Point Wise Reply to Prebid Queries for “ Design and Installation of Light, Sound and Multimedia Show having “WOW” effect at Town Square, Mall Road, Shimla, Himachal Pradesh Including Operation & Maintenance for Five years “ held on 20 February 2019; 11:00 AM at the office of The Director, Department of Tourism and Civil Aviation, Block No. 28, SDA Complex, Kasumpti, Shimla-171009**

No.	Queries	Response
1	What is the estimated cost of the project including of O&M?	The estimated cost is 8.63 Crore
2	What is the current status of the funds?	The project is being funded by Swadesh darshan
3	Page No: 11, Clause No 2.2 d):- What is the duration of the show expected by the authorities and how many shows shall be run on weekends (Saturday and Sunday) and weekdays (Monday to Friday)?	The duration of each show shall be 5 Minutes and it shall be shown daily twice within an interval of 30 Minutes
4	Page No: 12, Clause No 2.4:- As it's mentioned in the clause that there is no provision of constructing a new control room. Please clarify the particular area of the show with control room finalised by the concerned authorities?	The control room is proposed to be set up in Town Hall.
5	Page No: 13, Clause No 2.12:- This is the universal clause that the power supply should be provided by the concerned authorities, not by the bidder. A Bidder will arrange the power supply only at the time of the execution. Please clarify on the same?	Since O & M will be bidders responsibility the charges for power supply will be borne by bidder and bidders are expected to include those into their cost while bidding.
6	Page No: 14, Clause No 2.15:- Please clarify the facade or the location of the show?	The façade shall be of Gaithey Theatre
7	Page No: 15, Clause No 3.1, b):- In this clause, it's mentioned that the facade area shall be the total facade of the Town Hall building or Gaithey Theatre or any other building decided by the DoT&CA. Please clarify one particular building where bidder can conceptualise and design the show. Apart from that, Mall Road is a busy area. So, what about the seating arrangement? Is there is any possibility that at the time of the show the path or way for the general public would be barricading?	The show is for passer byes. No seating is proposed at site.
8	Page No: 15, Clause No 3,1, e):- In this clause, it's mentioned that the same show should not be repeated in next 7 days. Again, please clarify about the duration of the show and how many content/show/capsules authorities looking at? Also, please clarify on the screening for the special shows? Special shows cost is a part of the initial bid amount or authorities shall pay as per the content capsules?	The duration of each show shall be 5 minutes. Special show is not part of the initial bid amount.
9	Page No: 15, Clause No 3.1, g (ii):- In this clause, it's mentioned that that bidder should keep the provision of projecting news feed at any given point of time. This is pertinent to mention here that we are talking about light and sound show and the technology will work only in the night and we have to map the content on the building which is not a	Agreed , News feed will not form part of the part of show.

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	day job. It will not be possible to project news feed at any given point of time. Please clarify on the same?	
10	Page No: 16, Clause No 3.3: Here it's mentioned that only One projector of 16,000 lumens is required for the show. Please clarify how the authorities calculate that and what is the facade of the show, seating gallery and other aspects? Without knowing the facade it is not possible to finalise the projector and lens. Please clarify?	Façade indicated shall be as point no 6
11	Page No; 16, Clause No 3.4: As far as the sound speakers are concerned, is there is any specific brand authorities are looking at?	The sound speakers shall be of reputed company.
12	Page No: 18, Clause 4.1, e):- The EMD needs to be submitted in form of DD/BG of Nationalised Bank and valid for one year. Usually, in tenders like these, the same should be valid for 6 months and returned to all the unsuccessful bidders after issuing the LOI to the successful bidder. Please re-consider on this clause.	As per Bid condition.
13	<p>Page No: 23, Clause 4.4 c):-</p> <p><i>“ Experience of designing and mounting similar Sound, Light and Multimedia show of minimum 30 minutes duration and costing not less than <b>Minimum 1 project costing not less than Rs. 700 Lakhs or minimum 2 projects costing not less than 435 Lakhs or 3 projects of Rs. 350 lakhs</b> in last 3 years for the organizations like India Tourism Development Corporation Ltd. OR Equivalent Tourism Authority/Public Sector Undertaking, Local Authority, Private Organization etc. which shall be supported by the self-attested copy of completion certificate from such authority”.</i></p> <p>If the project cost is not mentioned in the RFP, then how the above-mentioned qualification criteria (cost of the project) arise? Apart from that, ITDC and other tourism departments consider the films, ads, advertisement as the valid pre-qualifying criteria. In Annexure VIII (page 73), it's mentioned that Nature of Event (Opening/Closing/awards/product launches) will be accepted.</p> <p>Please clarify?</p>	As per bid condition
14	<p>Page No: 23, Clause No 4.4 d):-</p> <p><i>The Bidder, its Member or Associate (or any constituent thereof) must have executed minimum 1 project costing not less than Rs. 285 Lakhs or minimum 2 projects costing not less than 180 Lakhs or 3 projects of Rs. 140 lakhs in last 3 years, it may please be noted that;</i></p> <p>1. <i>The experience of Feature films, short films and advt. films OR</i></p>	The criterion is for creative part. Documentaries shall be also considered.

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	<p>2. <i>Plays Director (theatre) with experience of immensely popular plays OR</i>  3. <i>Beautification works involving digitally controlled fountains</i>  <i>shall be considered as valid experience, which shall be supported by self-attested copies of completion certificates from the employer of the show and/or Chartered Accountant of the Bidder in case of in-house production.</i></p> <p>This is pertinent to mention here that, if the pre-qualifying criteria is fulfilled by the Leading partner, then there is no need to fulfil any other criteria by the consortium partner. Please clarify on the same. Again, Films, Ads, Documentaries, Plays, Events should be considered by the concerned authorities.</p>																
15	Page No: 27, Clause No: 4.9 a): Here what we understand, the bidder needs to submit a performance bank guarantee of 5% of the quoted amount. In which the initial 2.5% will be adjusting the EMD amount of 5,00,000/- INR and the remaining 2.5% will be deducted on each running bill. Please clarify.	Agreed															
16	Page No: 30, Clause No: 5.1:- In these kinds of tenders where QCBS shall be adopted the weightage ratio would be 70:30 or 60:40, but here it's mentioned 80:20. Please re-consider this clause.	As per Bid Condition															
17	Page No: 31, Clause No 5.2 Table Point C:- If the project cost is not mentioned in the RFP, then how come the authorities asking the turnover of almost 19.5 crores. Please mention the project cost first and then set the bar for Turnover as per the CVC guidelines. Please re-iterate this clause.	Please Refer Point No 1.															
18	<p>Page No: 43,44,45, Clause No 6.4:- Please re-consider some minor changes in Payment Terms:-</p> <table border="1" data-bbox="277 1043 1281 1369"> <thead> <tr> <th data-bbox="277 1043 353 1123">S. No</th> <th data-bbox="353 1043 810 1123">Payment Stage</th> <th colspan="3" data-bbox="810 1043 1281 1123"> (%) of Payment</th> </tr> <tr> <td data-bbox="277 1123 353 1235"></td> <td data-bbox="353 1123 810 1235"></td> <td data-bbox="810 1123 1008 1235">For Artistic Direction Work respectively (A)</td> <td data-bbox="1008 1123 1155 1235">Hardware (B)</td> <td data-bbox="1155 1123 1281 1235">Civil Work C</td> </tr> </thead> <tbody> <tr> <td data-bbox="277 1235 353 1369">I</td> <td data-bbox="353 1235 810 1369">On approval of the dramatised script in written format duly approved by concerned authorities.</td> <td data-bbox="810 1235 1008 1369">10% of A</td> <td data-bbox="1008 1235 1155 1369">NIL</td> <td data-bbox="1155 1235 1281 1369">NIL</td> </tr> </tbody> </table>	S. No	Payment Stage	(%) of Payment					For Artistic Direction Work respectively (A)	Hardware (B)	Civil Work C	I	On approval of the dramatised script in written format duly approved by concerned authorities.	10% of A	NIL	NIL	<p>The Payment terms shall be as per Bid Condition  Point X may be read as  “On virtual Completion of installation of show &amp; Successful running of the Soft Commission Show”</p>
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		For Artistic Direction Work respectively (A)	Hardware (B)	Civil Work C													
I	On approval of the dramatised script in written format duly approved by concerned authorities.	10% of A	NIL	NIL													

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II	On approval of the layout drawing of control room duly approved by concerned authorities.	10% of A	10% of B	NIL	
III	After completion of the voice recording & music etc. in first language.	20% of A	NIL	NIL	
IV	After the System/component wise receipt of Hardware /Equipment at site and submitting the proof thereof.	NIL	50% of B	NIL	
V	Completion of electrical work, interiors, air- conditioning etc. complete of Control Room, Speaker mounting poles etc.	NIL	NIL	% of C	
VI	After System/component wise Installation of Hardware/Equipment at site and Generating the visuals and graphics etc. related to the show.	25% of A	15 % of B	NIL	
VII	After system integration, trial run & soft commissioning in first language	20 % of A	15 % of B	% of C	
VIII	On translation, recording, modification, adjustment additions, alterations based on observations of stakeholders & handing over after commissioning.	5 % of A	NIL	NIL	
IX	Final Payment on successful running of the show for 3 months from the Date of First Public Performance.	10 % of A	10% of B	NIL	

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	<table border="1" data-bbox="280 242 1285 293"> <tr> <td data-bbox="280 242 808 293">Total Percentage</td> <td data-bbox="808 242 1010 293">100%</td> <td data-bbox="1010 242 1155 293">100%</td> <td data-bbox="1155 242 1285 293">100%</td> </tr> </table> <p data-bbox="280 300 1285 458">Also, please clarify the clause (Stage X) mentioned in payment schedule “On virtual completion of installation of the musical fountain show and successful running of the soft commissioning show – Apart from Projection Mapping on the facade of (either Gaitery Theatre or Town Hall Building), Is there is any scope of musical fountain as well. Again, please share the site details.</p>	Total Percentage	100%	100%	100%	
Total Percentage	100%	100%	100%			
19	Page No: 52, Clause No7.3 a):- To run the show for five years hassle free and to do proper maintenance job, please consider a weekly off for the proper inspection and maintenance of the Hardware Equipments.	Monday shall be Holiday.				
20	The Criteria for Turnover seems to be High . Please reconsider it	<p data-bbox="1303 582 2190 719">Please Read Clause 5.5.2 (B) Financial Capacity , Point No a as “Annual Average financial turnover during last 3 years , ending 31<sup>st</sup> march of previous financial year shall be 260 Lacs.” Please Submit the relevant information in the format given at Annexure XVI.</p> <p data-bbox="1303 762 2114 823">Accordingly The Criteria at Step II Point C Page 31 may be read as follows :</p> <table border="1" data-bbox="1317 831 2190 1059"> <tr> <td data-bbox="1317 831 1391 1059"><b>C</b></td> <td data-bbox="1391 831 1901 1059"> <b>Turnover – Maximum of last 03 years (2015-16, 2016-17, 2017-18)</b>            a) Below Rs. 260.00 Lakhs = 0 Marks            b) Above or Equal to Rs. 260.00 Lakhs = 15 Marks            c) Net worth should be positive= 5 Marks         </td> <td data-bbox="1901 831 2072 1059"><b>20</b></td> <td data-bbox="2072 831 2190 1059"></td> </tr> </table>	<b>C</b>	<b>Turnover – Maximum of last 03 years (2015-16, 2016-17, 2017-18)</b> a) Below Rs. 260.00 Lakhs = 0 Marks b) Above or Equal to Rs. 260.00 Lakhs = 15 Marks c) Net worth should be positive= 5 Marks	<b>20</b>	
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21	Kindly declare the allocated budget or cap of the project	Please Refer Response to Query No 1.				
22	Restrict the Annual Turnover to 30% of project Cost	Please Refer Response to Query No 20.				
23	The tender is Partisan and Restrictive in asking for Mandatorily Oscar of Grammy Winners, There are only 2 Oscar Winners in India, Mr Gulzar and Mr A.R Rehman. Mr	Both National and international awards as stated in Point No 1 & 2 are admissible for evaluation in Note on Page 34				

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	<p>Rehman does not lend his talent nor has the time for Multimedia shows and has none to his credit yet. Mr Gulzar is tied up with one M/s Studio One . This is common Market Knowledge No Company in India has ever got the Reputed TEA Awards, because they have never conducted any yet for the Indian Market. We know this because we have their Coveted world wide membership so this scenario brings us to the Question, that Instead of being so pointedly specific, why aren't awards of Repute a consideration? In fact many known and proven talents do not accept awards as a policy.</p>	<p>The conditions of Bid shall Prevail except Point No no 3 in Note on Page 34 which may be read as  “ It may please be noted that proposals having less <b>than 1 National / International Awardees, out of total 3</b> mentioned above in <b>step II A</b>, the same shall be out rightly rejected.”</p>
24	<p>Since International awards are being Preferred , Would it not be justified and valid to consider International Installation of a similar nature, Duly marking them, Giving Credence to a very high QCBS methodology of 80:20 Ratio ?</p>	<p>Bid Conditions shall Prevail. It is already 80:20</p>
25	<p>In the same line of Argument . Should there not be marking for the Number of similar show successfully executed in the last 5 Years ? If not , why?</p>	<p>Bid Conditions shall Prevail</p>
26	<p>The Rfp is not Elaborate on the Clause of the Consortium partners. It only Requires the Lead partner to be Qualified with related Similar Experience and is silent on the Capability of the Associated Consortium Partners. Kindly Clarify, If the Consortium, needs to have a Track Record of similar works or can be from any unrelated field? If yes , How?</p>	<p>It is Preferred that the individual Bidder fulfills all requirements. However, if any individual cannot fulfill the requirements Consortium / Joint Venture is allowed and it should fulfill all the requirements.  Please Refer Clause 4.2&amp; 4.3 for Bid by Consortium/ Joint Venture .</p>
27	<p>The Step 1 and Step 2 evaluation criteria are repetitive in some aspects and same things are marked twice. Also numbers do not add up . The total does not come to 200 marks but only 150. The RFP demands 155 marks for the financial bid to be opened . Kind Clarify.</p>	<p>The Maximum marks in Step 1 are 100 and Max Marks in Step II is 50. Max Marks in Step II will be converted to 100 (i.e Doubled)  The Passing Marks in Step I are 75 out of 100 and in Step II are 80 Marks out of 100.</p>
28	<p>The GOI is very serious in Promoting Micro, Small and Medium Enterprises and has given clear directives under the MSME Law, Time and again to exempt the Registered Companies from EMD , Tender Cost, Pre-Requisites of the Financial Criteria and Grant cost Advantages uptill 15% to the nearest Lowest bid. This Includes the specialized Jobs of the Service Sector. Are you willing to Support this Government Initiative as per the MSME Law ?</p>	<p>Bid Conditions shall Prevail. No Exemptions shall be given</p>