

**REQUEST FOR PROPOSAL (RFP) FOR
DEVELOPMENT OF DEFENCE TESTING INFRASTRUCTURE (DTI) FOR EMI-EMC TESTS UNDER THE DEFENCE TESTING
INFRASTRUCTURE SCHEME (DTIS)**

TENDER No: 12575/DGQA/DTIS/EMI/EMC Test Facility

REPLIES TO PRE-BID QUERIES OF THE BIDDER

S.No	Clause No	Tender clause description	Query	Response
1	SI 17.1 Table 1(a) Similar Experience	SPV members can jointly meet the scoring criteria, i.e., if one member of the consortium meets the required technical criteria, the consortium will be considered meeting the respective criteria	Similar Experience: We understand that if the lead bidder or one of the JVC/consortium members has the complete experience, the Consortium will be awarded marks (out of 10) based on that and NOT the average marks of all 5 JVC/ Consortium partners. Please confirm if our understanding is correct?	Please refer clause 17.1 (b) "if one member of the consortium meets the required technical criteria, the consortium will be considered meeting the respective criteria" and not average marks. RFP conditions are self-explanatory.
2	SI 17.1 Table 1(b) Tests and Test Range		Tests and testing range, capability and capacity - 30 marks and (c) Certifications and military standards - 10 marks. On similar lines as for (a) above, the marks of the most qualified JVC/ consortium member will be considered and not the average marks of all 5 JVC/ consortium partners. Please confirm if our understanding is correct?	Please refer clause 17.1 (b). RFP conditions are self-explanatory.
3	SI 17.1 (a): Scoring		Bidders who score at least 70 marks out of 100 in the overall technical evaluation would be eligible for the next stage of evaluation, i.e., financial bid	Please refer clause 17.1 (a). RFP conditions are self-explanatory.

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			opening." We understand from it that from the Bid Process angle, there is no difference between JVC/ Consortium securing 80% marks or 90% marks, as long as they have secured qualifying (70%) marks. Please confirm if our understanding is correct?	
4	Sl. 17.2 Table 2	Similar experience refers to Bidder having experience in executing similar work which includes undertaking testing, calibration. quality control, certification etc., and similar industry which includes aerospace and defence, automotive, heavy industries, electronics, mechanical, etc. The Bidder will need to provide these details as part of their DPR.	Similar Experience: Does it mean having these test facilities in-house within the Company? or, having experience of getting these tests done for our Company's products in NABL Test Facilities? Please clarify.	Similar Experience refers to having experience in executing similar work by the company and not having the experience of getting it done.
5	SI 17.3 Tests and Testing capability		Tests and testing capability, range and capacity: Is there any criteria or, QR for the building size and quality of building and also quality of test equipment?	The test, testing capability, range and capacity to be ascertained by the Bidder subjected to meeting the mandatory requirements stipulated in the RFP. There are no defined QRs for the building design and quality, Bidders need to provide details of the building design plan and quality in the DPR. The details furnished in the DPR will be evaluated during DPR evaluation. The details about quality of test equipment needs to be furnished as part of the DPR. Bidders need to keep in mind that the test lab needs to be NABL accredited as per ISO/IEC 17025.
6	SI 17.3		Since building (flooring, roof type etc) specifications are not defined, we plan to choose our	Yes, the bidders can choose their own optimal building design and are required to provide building

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			own optimal building design specification. Please confirm, it is OK?	design specifications as part of the DPR for evaluation.
7	Sl.17.3,		Whether it is an Open Area Test Site (OATS), or Un-Echoic Chamber based EMI EMC test facility is not prescribed. Can we choose our own design meeting test requirements? Please confirm.	Yes, the bidders can choose their own optimal building design and are required to provide building design specifications as part of the DPR for evaluation. Bidders need to keep in mind that the test lab needs to be NABL accredited as per ISO/IEC 17025.
8	Sl.1.4, Scope-Building and (SS) SCHEDULE - E PROJECT SITE:		Can the EMI EMC facility be erected in a long-lease MIDC premise? MIDC is Maharashtra Industrial Development Corporation. Long Lease can be, for example 30+ years lease. All statutory requirements will be met. Cumulative rental cost will be quoted as part of the bid cost under L1 consideration. Please confirm that it is acceptable.	Bidders can propose any suitable location for setting up the testing facility, provided they have access to the land at the time of submission of the Bid, justified business case and fulfil the requirements of DTIS scheme (e.e it should be Greenfield Defence Testing Infrastructure) and RFP. Please refer clause 1.4 (e), RFP conditions are self-explanatory.
9	Sl.17.5, Table 14 DPR Evaluation:		30 marks are together for 11 points: Understanding + Coverage (10 points). Is it a qualitative judgement or is there any assessment matrix to get guided?	RFP conditions are self-explanatory.
10	Sl.17.6, Table 5, Presentation evaluation:		20 marks are together for 4 serials, with 8 sub-points under serial 2. Is it a qualitative judgement or is there any assessment matrix to get guided?	RFP conditions are self-explanatory.
11	I&B 4.1 EMD/ Bid Security:		INR 1,20,00,000/-(One Crore and Twenty Lakhs) in the form of irrevocable Bank Guarantee. Kindly extend the exemption	Appendix -I Bid security stands deleted. The Bidders are required to submit Bid Securing Declaration.

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			from Micro and Small Enterprises (MSEs) to Micro, Small & Medium Enterprises (MSMEs).	
12	Para 1.4 (e), Page 10, Scope of DTIS	The financial assistance for each DTI facility will be limited to 75% (seventy five percent) of the project cost. The project cost for establishment of the DTI facility under DTIS (the "Project Cost") shall exclude the cost of the land and the establishment cost. The broad norms for funding of DTIs shall be as follows: I. Land: to be provided by IA/SPV II. Capex for building: <= 20% of Project Cost III. Test equipment, installation, training: >= 80% of Project Cost	It is understood that the SPV/IA has to bear a total cost comprising of the following: a. 25% of the Project Cost (without land and establishment cost) b. Cost of Land c. Establishment Cost The total capital investment expected from the SPV/IA is more than 25% of the Project Cost. Kindly confirm.	Please also refer clause 13.1 Note 2. Any recurring costs are to be borne by the SPV/IA. RFP conditions are self-explanatory.
13	Para 2.1 Page 17, Eligibility of the Bidder	The Bidder shall be a JV/ Consortium of minimum five (05) constituent members. However, contribution from each JV member shall not exceed 40% of the share capital of the JV/ consortium. The Bidder shall propose a lead member of the JV / Consortium and the JV / Consortium members should not be an Associate of any other JV /	Requirement of a SPV and with minimum 5 members committed for long term association increases dependency, on partners, complexity of process. Formulation of SPV would involve identifying interested partners willing to invest and having requisite experience in the domain. It would also involve extensive negotiations on contentious issues such as share of work, investment and profit sharing etc. Therefore, we	RFP conditions shall prevail.

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		Consortium members of the Bidder or any other Bidder. The lead member shall submit a Letter of Intent as per Appendix C which shall be duly signed by the authorised signatory of each constituent member.	recommend a single Indian prime vendor for this tender.	
14	Para 2.1 Page 17, Eligibility of the Bidder	The Bidder shall be a JV/ Consortium of minimum five (05) constituent members. However, contribution from each JV member shall not exceed 40% of the share capital of the JV/ consortium. The Bidder shall propose a lead member of the JV / Consortium and the JV / Consortium members should not be an Associate of any other JV / Consortium members of the Bidder or any other Bidder. The lead member shall submit a Letter of Intent as per Appendix C which shall be duly signed by the authorised signatory of each constituent member.	Does any precedent exists of a similar SPV between private and Govt entities which has been successful and can be a role model to follow?	Bidders to form their consortium. RFP condition prevails
15	Para 3.1 Page 18, Implementing Agency	The Implementing Agency under the scheme shall be a Section 8 company registered under the Companies Act,2013. The	45 days is considered inadequate for constituting the SPV and completing the registration formalities. From our experience and the number of	RFP conditions shall prevail.

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		Bidder will be given a time period of 45 days from the date of issue of Letter of Award to constitute the SPV for the project.	constituents involved it is estimated not less than six months would be necessary. Kindly consider increasing the duration.	
16	Para 11.1, Page 24, Operation and Management	The Bidder will be required to undertake the Operation and Management of the Testing facility created in a self -sustainable manner. The assets created shall be operated under the DTIS scheme on the basis of levying user fee charges for utilizing the testing facility without any discrimination. The Bidder should propose a dynamic mode of operation which shall support continuous utilization of the assets and ensure the funds required for the Management is readily available. The Bidder shall ensure that there is a mechanism created for the O&M of the assets in line with the provisions of Contract agreement and enough manpower is deputed for the same.	It is understood that the share of work, capital, profit etc will be worked out among the constituents of the SPV. Only the GST would be paid to the Govt. What will be the exact model for Profit/Loss sharing with the Govt?	Please refer clause Section -I clause 1.4 and Section-II clause 3. The IA/SPV shall be responsible for creating the DTIS facility in a self-sustainable manner. RFP conditions are self-explanatory.
17		General	These are to be established under Section 8, which is as a non-profit entity & no dividend will be paid out & all profits have to	RFP conditions are self-explanatory. RFP conditions shall prevail.

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			<p>be ploughed back to the SPV. This may not enthuse MSME to invest in this even though a grant in aid of 75% is provided, since the investors do not get any return on investment & cannot be looked upon as a business proposition. Whatever investment we do, if we can't get returns on that, it's not going to be an interesting proposition, for anybody.</p>	
18		General	<p>We are probably one of the very few MSME in the country who have established a pre-compliance EMCLAB with an anechoic chamber. The running costs of the lab are substantial & sustaining the lab for over a year until a regulatory approval & accreditation is obtained requires major funding.</p>	<p>RFP conditions are self-explanatory. RFP conditions shall prevail.</p>
19		General	<p>Obtaining an industrial land & building at the metros at the present market rates is beyond any imagination, especially when we can't get back any returns. Unless the MOD ties up with a local government industrial development board or lease their own land at affordable rates will it be feasible & sustainable for a MSME to venture into this project.</p>	<p>RFP conditions are self-explanatory. RFP conditions shall prevail.</p>
20		General	<p>Considering that MOD & DRDO labs have enormous testing requirements, they should</p>	<p>The SPV/ IA shall have arrangement in place to attract potential customers to avail their facility.</p>

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			consider committing a certain amount of testing load to the lab if it must become viable and self-sustain.	SPV/IA shall be solely responsible for the operation and maintenance of the facility.
21		General	The commercial requirements of providing such huge amounts of performance securities & BGs for disbursement of grant in aid is not easy for MSMEs to raise. It will only add to the pressure of working capital requirements.	RFP conditions are self-explanatory. RFP conditions shall prevail.
22	Section: II- Instruction to Bidders, Clause 8: Preparation and Submission of Bids	Bid Submission		In addition, to the original Technical and Financial bid being submitted by the bidders. The Bidders are required to submit one "COPY" of the Technical Bid along with one CD consisting the scanned copy of the Technical Bid.



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