

TPCODL RESPONSE to PRE-BID QUERIES						Date: 01st April 2024
Project	Rate Contract for Supply of 5G/4G DUAL SIM MODEM (18V-72V) DC					
Tender No.	TPCODL/P&S/ 100000616/2023-24					
Customer	TP Central Odisha Distribution Ltd. (TPCODL)					
Sl. No.	Clause No.	Page No.	Tender Description	Bidder's Query / Clarification	Bidder's Justification	TPCODL Response Dated 01st April 2024
1	7.0 Post Award Contract Administration	Page 12 of 237	7.4 Warranty Period Warranty Period & clauses of the supplied material shall be as per technical specification attached separately with this tender. The warranty period shall be 60 months from the date of last supplies. Warranty clause will be applicable on manufacturing defect, workmanship and quality of product.	We understand that warranty for 60 months will be applicable Rate Order wise. Kindly confirm.		Bidder's understanding is in-line with NIT Requirement. 60 months Warranty period will be applicable against each RO
2	7.0 Post Award Contract Administration	Page 12 of 237	7.5 Payment Terms On delivery of the materials in good condition and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original in the name of TP Central Odisha Distribution Limited to Invoice Desk. The payment shall be released within 30 days from the date of submission of certified bills/ invoices	We understand that 100% payment along with taxes and duties will be paid on delivery of material. Kindly confirm.		Payment will be processed by User team on acceptance of the material against the RO Payment Term will be as per the Rate Contract
3	3.0 Scope of Work	Page 30 of 237	3.3 Power Supply and Communication Cable Bidder to supply the required Power Supply and Communication Cables to meet the functional requirement mentioned in the RFP and technical document attached with this document.	Request TPCODL to confirm the length of communication cable to be provided with each supplied modem.		Communication cable i.e. CAT6 Patch chord shall be standard length of 2 metres.

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4	3.0 Scope of Work	Page 31 of 237	3.5 Training Training of Purchaser's Personnel at site with all required training setup along with easy to use documented configuration, diagnostic and testing process.	1. Request TPCODL to confirm the training man-days for which bidder/OEM will provide the training to TPCODL personnel. 2. Also request TPCODL to confirm the number of sites on which commissioning support needs to be provided to TPCODL.		Bidder to train the TPCODL engineer for Configuration of the proposed device with all functionalities supported by the device As per the NIT the bidder to commission and demonstrate all the required functionalities at one site No additional cost is considered for the above two activities
5	4.0 Terminal Points	Page 31 of 237	4.1.2 Supply of Router as per the Power Supply mentioned in the Technical Specification. If the proposed Router does not support the requested Power Input range, bidder can propose industrial grade DC-DC converter meeting the specified Power Input range.	We understand that external power supply (DC to DC converter) needs to be supplied only if inbuilt power supply doesn't support the requested power range.		Inbuilt Power Supply 18-72V DC is preferred. However if the proposed device do not support the required power range, bidder may consider external industrial grade power supply to meet the NIT requirement
6	5.0 Instruction to Bidders	Page 32 of 237	5.1.8 The Principal & their Indian Representative shall be responsible jointly and severally for the design, supply, & satisfactory performance of the supplied equipment and specified standard Warranty Maintenance, Activities and support. The Indian Representative shall have full facilities for design, Supply, factory and site acceptance test, satisfactory performance of supplied equipment and specified post warranty maintenance. Please refer the qualifying requirement for more details.	We understand that joint undertaking for the same by principal and Indian Representative needs to be submitted along with the Bid. Kindly confirm.		Bidder's understanding is in-line with NIT Requirement. However the Indian Representative shall have full know how of the product and support facility. Bidder to refer Clause 11.6, Module Repairing Support of NIT for repair support. (Please Refer)

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7	9.0 Submissions by Bidders	Page 42 of 237	9.1 The technical bid shall be properly indexed and is to be submitted in Soft Copy and three nos. Hard Copy.	We understand that single hard copy of the bid needs to be submitted by the bidder. Kindly confirm.		No hardcopy of the Technical Bid is required to be submitted.
8	11.0 Warranty, Maintenance, Upgrades, Patch Management Requirements,	Page 47 of 237	11.4 Bidder to note that Tri-Party agreement will be prepared for Bidder, Sub-Vendor to have protection against quitting of executing bidder and its alliances during commissioning, warranty and post warranty period as specified in this document.	We understand that tri-party agreement has to be signed before the placement of RC. Kindly confirm.		Noted, Bidder understanding is in-line with NIT
9	1.0 Event Information	Page 3 of 237	Open Tenders are invited through e-tender bidding process from interested Bidders for 1 year RC for supply of following Item as defined below	Request TPCODL to confirm whether RC is for 1 Year or 2 year		RC will be for 2 Years. Against the RC multiple RO will be released by User Team during the RC validity period. Bidder to note that TPCODL may place last order on last day of the RC validity.
10	1.7 Qualification Criteria	Page No:04	1.7 Qualification Criteria	b) The bidder should have supplied 500 Nos. of GSM Modem during the last 5 FY years. Copy of work order / completion certificate to be submitted in this regard.	Please rephrase this as:- The bidder should have supplied 500 nos. of GSM Modem/Routers during the last 5 FY years. Copy of work order / completion certificate to be submitted in this regard.	No change in specification is permissible However Bidder shall submit their technical and commercial bid meeting all the functional requirement mentioned in the NIT

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11	1.7 Qualification Criteria	Page No:04	1.7 Qualification Criteria	d) The bidder shall submit 1 year performance certification for the GSM Modem Supplied. The work against these issued certificates should be completed in last five years from the date of bid submission. In case the bidder has a previous association with TPCODL for similar products and services, the performance feedback for that bidder by TPCODL User Group shall only be considered irrespective of performance certificates issued by any third organization.	Please rephrase this as:- The bidder/OEM shall submit 1 year performance certification for the GSM Modem Supplied. The work against these issued certificates should be completed in last five years from the date of bid submission. In case the bidder has a previous association with TPCODL for similar products and services, the performance feedback for that bidder by TPCODL User Group shall only be considered irrespective of performance certificates issued by any third organization.	No change in specification is permissible Bidder shall adhere to all clauses mentioned in the NIT
12	7.3 Delivery Terms	Page No: 11	7.3 Delivery Terms	The delivery of material shall be made 45 days from date of receipt of release order / CAT-A issuance, whichever is later.	Please rephrase this as:- The delivery of material at centralized location shall be made 80 days from date of receipt of release order / CAT-A issuance, whichever is later.	Bidder to adhere to the timelines mentioned in the NIT No change in timelines is acceptable
13	3.1 Operating Humidity	Page No: 52	3.1 Operating Humidity	5 % to 100 % (Non - Condensing)	10% to 90% non-condensing is ok for your application. So request you to pls. consider our device.	No change in specification is permissible. However, Bidder shall mention deviation in their proposal
14	3.6 Protection from Harsh Environmental Conditions	Page No: 52	3.6 Protection from Harsh Environmental Conditions	PCB shall be with Conformal coating (Mandatory) Bidder shall submit design details such as Protective Paint /Conformal Coating of PCB, Use of high-grade electronic components to Protect from harsh environmental conditions (e.g. Saline conditions).	our device is already IP30, so our device is good enough. Request you to pls. consider our device.	Conformal coating is mandatory

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15	8.2 Authentication	Page No: 56	8.2 Authentication	User Management (Local, RADIUS, TACACS + , Mixed)	Our device supporting to many of these protocols. TACACS not supporting. Without TACACS, your application can be achieved with our device. so pls. consider this request.	No change in specification is permissible. However, Bidder shall mention deviation in their proposal
16	10.1 Power Supply	Page No: 57	10.1 Power Supply	1. The input power supply range shall be stabilized between 18 V - 72 V DC. The bidder may consider an additional industrial grade DC-to-DC converter if the proposed hardware does not meet the above mentioned power supply range with no additional cost. However, the in-built Power Supply module is preferred. 2. Proposed Power Supply should have Reverse Polarity and Surge Protection	this voltage range is ok to work on your application, so pls. consider the voltage range as "9 – 30 VDC, reverse polarity protection; surge protection >31VDC 10us max"	No change in specification is permissible. However, Bidder shall mention deviation in their proposal
17	10.3 Surge Protection / Electrical Isolation	Page No: 57	10.3 Surge Protection / Electrical Isolation	It should be available for all Communication Port & for Power Supply Input.	this voltage range is ok to work on your application, so pls. consider the voltage range as "9 – 30 VDC, reverse polarity protection; surge protection >31VDC 10us max"	No change in specification is permissible. However, Bidder shall mention deviation in their proposal
18	15.1 Electrostatic Discharge Immunity Test	Page No: 59	15.1 Electrostatic Discharge Immunity Test	IEC EN 41000-4-2	Kindly allow the respective certifications:ESD: EN 61000-4-2:2009	No change in specification is permissible
19	15.2 Radiated, Radio-frequency, Electromagnetic Field Immunity Test	Page No: 59	15.2 Radiated, Radio-frequency, Electromagnetic Field Immunity Test	IEC EN 41000-4-1	Kindly allow the respective certifications:RS: EN 61000-4-3:2020	Bidder shall submit the comparison sheet against each standard of NIT vs Proposed standard.
20	15.3 Electrical Fast Transient / Burst Immunity test	Page No: 59	15.3 Electrical Fast Transient / Burst Immunity test	IEC EN 41000-4-4	Kindly allow the respective certifications: EFT: EN 61000-4-4:2012	Bidder to note that the proposed standard shall be higher as per the requirement.

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21	15.4 Surge Immunity Test	Page No: 59	15.4 Surge Immunity Test	IEC EN 41000-4-5	Kindly allow the respective certifications: Surge Immunity (AC Mains Power Port): EN 61000-4-5:2014+A1:2017; DIP: EN IEC 61000-4-11:2020	
22	15.5 Immunity to Conducted Disturbances, induced by Radio-Frequency fields	Page No: 59	15.5 Immunity to Conducted Disturbances, induced by Radio-Frequency fields	IEC EN 41000-4-4	Kindly allow the respective certifications: CS : EN 61000-4-6:2014	
23	15.6 Information Technology Equipment – Safety	Page No: 59	15.6 Information Technology Equipment – Safety	IEC 40950	Kindly allow the respective certifications: Standards: EN 301 489-1 V2.2.3, EN 301 489-17 V3.2.4, Final draft EN 301 489-52 V1.2.0, EN 55032:2015+A1:2020, EN 55035:2017 + A11:2020, EN 61000-3-3:2013+A1:2019, EN IEC 61000-3-2:2019	
24	15.7 Environmental Testing - Vibration (Sinusoidal)	Page No: 59	15.7 Environmental Testing - Vibration (Sinusoidal)	IEC 40048-2-4		
25	15.8 Environmental Testing - Shock	Page No: 59	15.8 Environmental Testing - Shock	IEC 40048-2-27		
26	15.9 Environmental Testing - Free Fall (withdrawn)	Page No: 59	15.9 Environmental Testing - Free Fall (withdrawn)	IEC 40048-2-12		
27	1	3	Event Information EMD is exempted	EMD is exempted for MSMEs registered in the State of Odisha. ** MSMEs registered in the State of Odisha shall pay tender fee of Rs. 1,000/- including GST	EMD exemption needs to be applicable to all MSME Vendors across INDIA especially for Indian manufacturing companies registered under MSME. We being MSME registered manufacturer, request you to please exempt us from EMD Clause and other exemptions related to the MSME Policy	Tender clause prevails

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28	1.1	3	Scope of work	Qty. in Nos : 200	What type of Guarantee/assurance will be given by TPCODL for purchasing all the 200 Nos. with in the contract period.	No Guarantee / Assurance can be given by TPCODL, Since it is a Rate Contract. However the quantity mentioned in the NIT is consider for current and future requirement envisaged. Bidder to particpate accordingly and submit the best competitive price.
29	7.1	11	Post Award Contract Administration	Business Associate (BA) shall submit applicable Performance Bank Guarantee as per GCC within 30 days of issuance of rate contract. PBG applicable shall 5% of Rate Contract Value or 10% of Release Order value. PBG against Release Order has to be submitted against each Release Order. PBG submitted, shall be released after completion of applicable guarantee period plus one month.	We suggest to keep the applicable PBG as 5% of the RC Value for orders released even with the minimum quantity of 25 Units	Bidder's are requested to adhere to NIT, no changes are applicable and can be changed
30	7.1	11	Post Award Contract Administration	After finalization of tender, Rate Contract shall be issued on successful bidder with a validity period of Two Year. Prices shall remain firm till validity of issued rate contract	Please keep the validity period of rate contract as One Year as raw material price fluctuation is very high as per current scenario and restrict the Single PO for minimum 25 quantity and above	Bidder's are requested to adhere to NIT, no changes are applicable and can be changed

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31	7.1	11	Post Award Contract Administration	Within 30 days of Rate Contract issuance by TPCODL, it is the responsibility of BA to get manufacturing clearance and CAT-A issued from TPCODL	Please elaborate the meaning of CAT-A and Manufacturing Clearance	<p>CAT-A Approved – If approved, the Bidder may proceed with the work covered by the document. No further approval action is required. Approved with Comments – If approved with comments, the Bidder may proceed with the work covered by the document and the comments. Not Approved – If not approved, the Bidder may proceed with the work covered by the document and the comments only at their risk. No schedule or cost relief will be granted for any work undertaken prior to approval of the appropriate documents. Manufacturing Clearance - Bidder may start for Material - manufacturing/purchase process activities For Software - Purchase / Development / Configuration activities</p>

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32	ANNEXURE I	14	Schedule for Items	The quantity may vary as per actual requirement	If the quantity may vary as per actual requirement than why TPCODL is asking the BG for 200 Quantity @ 5% Request you please keep the BG @ 5% as per PO release with restrict quantity as 25 or more	Generally TPCODL donot enhance the quantity against RC, unless emergency/the product is required critically to meet the project timelines or to fulfil the commitment of Regulatory instructions. Hence bidder's are requested to adhere to the clauses mentioned in the NIT.