

## Minutes of Pre-Bid Meeting

**Brief Description of Procurement:** Data Collection and Data Processing of Geo tagged Images captured using Professional Survey Grade Drones

**Date and Time for Pre-Bid meeting:** November 26, 2020 2.00 PM TO 3.15 PM

**Venue of Pre Bid Meeting:** Video Conference

**The following Bidders' Representatives attended the pre-bid meeting:**

| S.No. | Name of prospective bidders/Firm   | Name and Designation |
|-------|------------------------------------|----------------------|
| 1.    | Skylark Drones                     | Mrinal Pai           |
| 2.    | Detect Technologies                | Prudhvi Teja         |
| 3.    | Enercomp Solutions Pvt. Ltd.       | Jatin Patel          |
| 4.    | Terra Drone India Pvt. Ltd.        | Marcia Chen          |
| 5.    | Indrones Solutions Pvt. Ltd.       | Harshad Bhanushali   |
| 6.    | GIS Consortium India Pvt. Ltd.     | Supriya              |
| 7.    | Techculture Solutions Pvt. Ltd.    | Hariom Kanaujia      |
| 8.    | Aarav Unmanned Systems             | Piyush Rana          |
| 9.    | Better Drones                      | Kanav Kumar          |
| 10.   | Tata Consultancy Services Limited  | MVB Sharma           |
| 11.   | Ayaan Autonomous Systems Pvt. Ltd. | Nikhil Gupta         |
| 12.   | ROPTS India                        | Praveen Sharma       |

QCI officials were present in the pre-bid meeting to provide clarification to the queries.

In order to bring the uniformity and clarity among the prospective bidders on various terms and conditions as mentioned in the RFP document, the queries received from bidder(s) during

pre-bid meeting were discussed and clarified. The clarifications arrived thereof are indicated as under:

| <b>Content of Para / Clause under Reference as per Bid Document</b>  | <b>Queries/Suggestions</b>  | <b>Response</b>  |
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| <p><b><u>Page No. 10 / Clause 14: Evaluation of Bids</u></b><br/>           For the purpose of empanelment under the said project, QCI will follow a 2-step approach. In the first step the bidders will be evaluated for a pre-qualification criterion as mentioned below, the bidders fulfilling the pre-qualification criteria shall be evaluated as per the Technical Qualification criteria (Through a round of technical presentation, if required).</p> | <p>Tender mentions about empanelment under clause 14 and shortlisted bidders in multiple sections. The agencies requested to clarify whether the order will be allocated to multiple vendors who match L1 price and to confirm criteria for division of allocation of work.</p> | <p>The tender shall be awarded by state Agencies for respective states to be decided on the basis of the least cost and time proposed to cover each of the states.<br/>           There will be only one unique agency for each of the respective states</p>                   |
| <p>-</p>   | <p>Would the requirement of DGPS be taken care by QCI?</p>  | <p>No<br/>           All the operational infrastructure and image processing capability is the responsibility of the bidding agency</p>  |
| <p>-</p>   | <p>Can the number of mobilizations or per visit cost be included as an extra item in case of non – availability of extra work?</p>  | <p>The cost quoted to be all inclusive except for applicable taxes</p>   |
| <p><b><u>Page No. 7 General Terms and Conditions Clause 2 : Regulatory Compliances</u></b><br/>           It shall be the responsibility of the bidder to comply with all government guidelines issued by the Govt. of India till date regarding the product compliance and registrations as per the guidelines issued by DGCA (but not limited to) for enlistment of All Unmanned Aircrafts.</p>  | <p>The agencies asked whether QCI will be taking central approval for usage of drones for this requirement and would be sharing all the documents as required.</p>  | <p>QCI shall provide the below approvals:<br/>           1. Letter from the ministry authorizing conduct of aerial survey<br/>           2. Approval letter by the respective District Magistrate for conduct of aerial survey for all the villages under his jurisdiction</p> |

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|  |   | 3. Letter to Block Development Officer to support the conduct of aerial survey and appointment of village SPOC (Patwari) with the survey team   |
| -  | Clarification needed to the agencies regarding the average area to be covered per village during data collection by drones.                                   | <p>The survey pertains to obtaining the contours and circumference of water bodies which may exist in the village and doesn't require the aerial survey/mapping of the entire village</p> <p>QCI is in the process of conducting water rejuvenation survey (Team A) and have observed 72 waterbodies in 107 villages covered so far.</p> <p>The average size of the waterbodies is estimated to be 0.2 to 0.8 hectares with a maximum upto 1.2 hectares. This above may be taken into consideration for assumptions to arrive at the average area to be covered</p> |
| -  | Delivery/ Work Completion schedule has not been defined in the tender RFP. The agencies requested us to state the work completion time for the whole project. | The delivery / work completion schedule is to be provided as a part of RFP by the vendor. It is one of the criteria, which will be considered to accept the tender and evaluation of bids for award of contract.  |
| -  | The agencies requested QCI to provide detailed SOP for the project.   | The requirement for SOP can be communicated to the contact IDs mentioned in the RFP and QCI will respond to them accordingly.   |
| <b>Page No. 13: Submission Details</b>                             | The agencies requested to extend the bid submission   | As per the Request for Proposal Document or any Corrigendum in this regard.   |
| Interested parties may send the technical and financial bid in two |   |   |

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| <p>separately sealed envelopes inside a larger sealed envelope superscribing "Request for Proposal for Data Collection &amp; Data Processing of geotagged images captured using Professional Survey Grade Drones" to Deputy Director (Accounts), Quality Council of India, Institution of Engineers Building, 2nd Floor, 2, Bahadur Shah Zafar Marg, New Delhi 110002 latest by November 27, 2020, 5 PM.</p> | <p>date by at least 2 to 3 weeks.</p>  |  |
| <p><b><u>Page No. 3 Key Responsibilities of the Shortlisted Bidders Clause 11</u></b><br/>Provide the processed images within 2 working days' post completion of survey per site to QCI by hosting on QCI cloud/ API. The raw images and other files of the site survey to be provided within 01 week of completion of site survey.</p>  | <p>The agencies requested the QCI team to change the time from 2 to 4-6 days after groundwork as the time limit is very tight and it is difficult to produce quality data within this time limit.</p>                        | <p>The timeline for providing the processed images will be extended to 7 days from 2 days on a rolling basis. The raw data needs to be uploaded in QCI FTP server before the completion of that state</p>  |
| <p><b><u>Page No. 6 Desired Specifications of the Drone Point No. 6 GNSS Grade</u></b><br/>PPK Enabled with GNSS base station (GNSS station of L1 and L2 frequency)</p>  | <p>The agencies were of the view that there was no need to put PPK until and unless it's a proper engineering project not just to validate the conditions of the ponds. If PPK is required then the budget will go high.</p> | <p>The agency can suggest the drones to be deployed which will be cost effective for the project but meeting the below criteria:</p> <ol style="list-style-type: none"> <li>1. Triangulated information for X, Y, Z coordinates with the accuracy of Z coordinates upto 25 cms.</li> <li>2. Drones should be DGCA approved and the agency needs to provide OAN and the DAN for each drone to be deployed before the scheduled survey.</li> <li>3. Preference will be given to agency providing Drones with UIN numbers as mandated by government of India</li> </ol> |

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|  |  | Kindly refer to other resolution, accuracy and processed image requirement mentioned in the RFP   |
| <p><b><u>Page No. 11 Pre – Qualification Criteria S. No. C Technical Capability and Experience</u></b></p> <p>The bidder shall have successfully completed drone survey of at least 5 Villages/cities/ULBs/municipal corporation each with area greater than 10 sq. km.</p>  | <p>The agencies requested QCI to amend the clause as –</p> <p>The bidder shall have successfully completed drone survey of at least 3 Villages / cities / ULBs / municipal corporation each with area greater than 10 sq. km.</p> <p>OR</p> <p>The bidder shall have successfully completed drone survey of at least 1 project with the area of at least 3000 sq. km.</p> <p>Does the conditions mentioned above apply to "blocks" also in addition to villages / cities / ULBs / Municipal corporation?</p> | <p>The conditions for bidder participation are amended as requested as given hereunder:</p> <p>The bidder shall have successfully completed drone survey of at least 3 Villages / cities / ULBs / municipal corporation / blocks / gram panchayats each with area greater than 10 sq. km.</p> <p>OR</p> <p>The bidder shall have successfully completed drone survey of at least 1 project covering villages / ULBs / municipal corporation / blocks / gram panchayats with the combined area of 3000 sq. km.</p> |
| <p><b><u>Page No. 2 About Project</u></b></p> <p>Number of villages mentioned</p>  | <p>Requested for approximate size of mentioned villages</p>  | <p>Responded above</p>  |
| <p><b><u>Page No. 13 Submission Details</u></b></p> <p>Interested parties may send the technical and financial bid in two separately sealed envelopes inside a larger sealed envelope superscribing “Request for Proposal for Data Collection &amp; Data Processing of geotagged images captured using Professional Survey Grade Drones” to Deputy Director (Accounts), Quality Council of India, Institution of Engineers Building, 2nd Floor, 2,</p> | <p>When is the last date for submission of bids?</p>   | <p>As per the Request for Proposal document or any Corrigendum in this regard.</p>  |

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| Bahadur Shah Zafar Marg, New Delhi 110002 latest by November 27, 2020, 5 PM.   |   |   |
| -  | When is the technical opening of the tender?  | All the qualified bid submission shall be evaluated, and results uploaded on the QCI website.   |
| -  | For carrying out the survey to generate contours, how much buffer area around the water body needs to be flown? Additionally, the agencies wanted to confirm that the contours for water bodies can only be obtained for levels above the water surface only. No Contours can be obtained below the surface of water bodies through drone photogrammetry. | Approximately 20-25 meters of area will suffice the survey objectives. No contours are required below the surface of water bodies through drone photogrammetry.   |
| <p><b><u>Page No. 6 Desired Specifications of the Drone S. No. 14 DGCA Guideline</u></b></p> <p>The Professional Survey Grade unmanned Aerial Vehicle /Drone shall have all necessary permits and should be registered with DGCA as per (or conform to) the latest DGCA guidelines i.e. DGCA F. No. 05-13/2014-AED Vol. IV dated 27 august 2018 or any other latest guidelines as and when issued by DGCA in future.</p> | <p>The agencies highlighted that the drones which are meeting the DGCA regulations and are approved from DGCA are issued a UIN (Unique Identification Number). DAN is essentially an acknowledgement number being issued to each drone which is presently non-compliant to the DGCA CAR, vide notification no. AV-13024/12/2019-SDIT-MoCA Dated</p>       | <p>While evaluating the bids, the vendors deploying Drones with UIN number will be given preference. A self-declaration needs to be submitted by the agency stating that the drones used for the survey are Made in India (please refer to the RFP for the above Make in India requirement)</p> |

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|  | June 8, 2020.<br>Whether UIN is mandatory?  |   |
| <p><b><u>Page No. 7 Terms and Conditions Clause 8</u></b></p> <p>The shortlisted bidder(s) must not disclose or use any information or data collected in this project for any personal or commercial activities. Once the project is completed, the bidder(s) shall not retain any data back-up and the same has to be maintained on QCI cloud / API. All data, information, pictures generated/shared during the course of project shall be the sole property of QCI and the selected bidders shall be bound by a Non-Disclosure Agreement to keep all data confidential and submit the same back to QCI. Any retention or use of such data shall have strict legal implications.</p> | <p>The agencies requested more clarity from QCI on:</p> <ol style="list-style-type: none"> <li>1. Will it be a standard FTP server for data storage?</li> <li>2. Only the images need to be stored or the complete data need to be stored on the QCI server?</li> <li>3. How will the indexing be done? Is there a standard format that QCI wants the vendors to follow, same shall be communicated well in advance?</li> </ol> | <ol style="list-style-type: none"> <li>1. QCI will be providing standard FTP / API for data storage.</li> <li>2. Complete data would be required to be stored.</li> <li>3. QCI will provide with the details of indexing.</li> </ol>  |
| <p><b><u>Page No. 4 Deliverables Clause 2</u></b></p> <p>High resolution Geo-tagged images in RAW format</p> <p><b><u>Clause 5</u></b></p> <p>4K videos of the water body</p> <p><b><u>Clause 4 Sub Clause C</u></b></p> <p>.JPG/.ECW/.SID format having accuracy of 10cm GSD (Ground Sample Distance) and isometric view from sides</p>   | <ol style="list-style-type: none"> <li>1. Images will be provided in .JPEG/.JPG format, will it suffice the requirements of QCI?</li> <li>2. Is the video required for all the locations?</li> <li>3. Can QCI elaborate more on what accuracies they need and what resolution or GSD they need?</li> </ol>  | <ol style="list-style-type: none"> <li>1. Yes, this will suffice the requirement</li> <li>2. 4K videos will not be required.</li> <li>3. The required resolution is 3 cms and relative accuracy is 5 to 10 cms.</li> </ol>  |
| <p><b><u>Page No. 9 Project Delivery Timeline</u></b></p> <p>The initiation of services as per scope of work is expected within 7 working days from the award of contract, receipt of mobilization advance and permissions from regulatory authorities for project execution, whichever is earlier.</p>  | <p>All the mentioned permissions are a pre-requisite for the project initiation, a project can only start after all 3 have been fulfilled, especially the permissions part. Therefore, the project should start within 7 days of</p>  | <p>This clause can be read as 'whichever is later' instead of 'whichever is earlier'. Before the technical partner initiates work at ground level, all these conditions are to be fulfilled. The agency should mobilize within 7 working days of fulfilling these conditions and 2 weeks from the</p> |

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|   | fulfilling all three pre-requisites, whichever is later.  | completion of 7 working days, the agencies should start providing orthophoto mosaic images.   |
| - | Will the 5 states be allocated to separate vendors?   | Yes. The 5 states may be allocated to 5 different vendors based on bidding. In case there are 2 L1s in a state, then the agency which has quoted lesser time to complete a state will be awarded the tender   |
| - | Whether QCI is looking for consortiums?   | QCI will be dealing with only the party who is awarded the bid.   |
| - | UIN number to be provided at the time of submission of bids or can the agencies provide it later as well? | No<br>The agency needs to provide a self-declaration for deploying DGCA complied drones for the survey. The DAN (mandatory) and UIN (optional) numbers will be required prior to seeking approvals  |
| - | How is the financial bid to be submitted? Will the quotation be inclusive of all taxes?                   | Create optimized plans of execution incorporating cost and timeline estimate. The cost details should comprise of 3 components for each of the states:<br><ul style="list-style-type: none"> <li>a) Cost of data acquisition</li> <li>b) Cost of image processing</li> <li>c) Estimated Cost or % of overall fee budgeted for other expenses</li> </ul> Taxes is over and above the cost details, as mentioned above.<br>Bids will be evaluated based on total amount quoted by the agency and time proposed to cover each state. |



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| -  | Will QCI be paying the additional mobilization cost in case the work cannot be carried on without any mistake of the agency? | QCI will provide the details of SPOC, i.e. village patwari in most of the cases. However, even if the challenge still exists, QCI will coordinate to forward the issue to DMs and help in getting it resolved. However, no additional charges will be paid. |
| <b><u>Page No. 11 Clause 15 Pre – Qualification Criteria S. No. a Legal Entity</u></b><br>Company should be in existence since last 05 years | Whether more than 5 years requirement is on all the Companies or will the startups be also considered?                       | Startups registered with DPIIT shall be exempt from Prior Experience, Turnover and EMD requirement subject to submission of Certificate of Registration with Startup India, DPIIT.  |

- ❖ All above points are noted and agreed by the firm.
  - a. These minutes of pre-bid meeting shall form the part of bid document/Agreement.
  - b. Rest of the terms and conditions and specifications of the bid document shall continue to remain same.
  - c. The above amendments/ clarifications are issued for the information for all the intending bidders.
  - d. The submission of bid by the firm shall be construed to be in conformity to the bid document, Corrigendum and amendments/ clarifications given above.