RFQ cum RFP for "Supply of RFID tags for Logistics Data Bank (LDB) Project in India"

S. No.	Clause No./ Page No.	RfQ cum RfP Reference	Clause as per RFQ cum RFP	Query	Response
1	Clause-5.10.2, page no.33	Minimum Qualification criteria	The field trial shall be conducted in the presence of the applicants and evaluation team of DLDSL. The location and schedule of the field trial of RFID tags shall be communicated to the respective applicants through Emails / phone.	If existing supplier offers the same tag as currently being supplied, will there be any requirement of field trial. Since the product specifications haven't changed from the previous tender, if the existing suppliers offers the same tag as currently being supplied, there should not be any field trial	**Conditions given in RfQ cum RfP shall remain unchanged.**
2	Clause 5.9.3, a, iv page no. 30 and specifications conformance report (Page 35)	Proposal Evaluation and Technical, operational and environmental compatibility of the proposed Tag	The applicant is present in person with 20 Nos of proposed tags with proposed applicator for the field trial as per the schedule communicated by DLDSL. Conformance of the Physical and Technical Specification of the proposed tag with the specification as mentioned in this RFQ cum RFP (Refer the section:06 specifications clause for the weightage)	Tag proposed by any bidder in the technical proposal should be the same as that offered for field trail and later (if bidder is successful) during delivery. Just to qualify technically, bidders might offer a superior product (Like lower dimensions/ weight) but supply a different product. Since DLDSL is not going to repeatedly perform a full technical evaluation like giving marks, tis can result in inferior products being supplied during delivery. The tag being proposed including its various components like magnet, adhesive etc. should be mentioned in the technical proposal. Tag proposed by any bidder in the technical proposal should be the same as that offered for field trial and	**Conditions given in RfQ cum RfP shall remain unchanged.**

				later (If bidder is successful) during delivery.	
3	5.4.2, page no, 23	Selection process	Preference shall be given to local manufacturers as per the make in India directives issued by "Ministry of Commerce and Industry, Department of Industrial Policy and Promotion, Govt. Of India (Public Procurement section) vide its order No. P-45021/2/2017-PP (BE-II) dated 28th May, 2018 issued revised Public Procurement (Preference to Make in India), Order 2017 and the same is applicable in this tender No: DLDSL/19-20/IT/001".	Since the tender specifies a preference to tags manufactured in India, at least 50% of the value addition of the tag should be in India. Otherwise tags can be imported and supplied with just 20% value addition in India which defeats the purpose of Make in India policy. a) Content of value addition in India should be specified in the tender and certified by CA. b) ISO 9001 certificate for design and manufacturing of RFID tags in India should be mandatory criterion for technical qualification.	**Conditions given in RfQ cum RfP shall remain unchanged.**
4	5.9.3,a,iv, page no.30	Proposal Evaluation	The applicant is present in person with 20 Nos of proposed tags with proposed applicator for the field trial as per the schedule communicated by DLDSL.	With respect to the total volume of 75,00,000 tags, the proposed sample of 20 tags is **comparatively inadequate.** Proposed tag samples to be increased from 20 nos to **50 nos.** Also Vendors who fail to supply less than the prescribed quantity mentioned by DLDSL should be disqualified. **Bidders should declare total number of samples submitted in the Pre-Qualification Proposal Document.** DLDSL should randomly pick samples submitted by vendors for quality/ field tests. Unused samples	**Conditions given in RfQ cum RfP shall remain unchanged.**

				can be returned to the applicant bidders. Actual proposed tags to be submitted and **handmade samples should not be accepted**	
5	5.11.1, sr. no. 3c, page no.36	Technical Evaluation Criteria	Engineering lab test capability of the manufacturer: Test report of proposed tag of the OEM (*The test report should be based on proper lab engineering and evaluation criteria. The report should clearly inform about the test performing agency, date and location for performing the test, tag make/model, tools used and conditions considered for performing the tests along with test results in figures*)	Test reports of various parameters defined should be a proper engineering lab report that specifies testing tools, methodology, tag make/ model, etc. **Self-declarations/ undertaking without supported test report result documents should not be accepted**.	**Conditions given in RfQ cum RfP shall remain unchanged.**
6	5.11.1, sr. no. 3c, page no.36	Technical Evaluation Criteria	Engineering lab test capability of the manufacturer: Test report of proposed tag of the OEM (*The test report should be based on proper lab engineering and evaluation criteria. The report should clearly inform about the test performing agency, date and location for performing the test, tag make/model, tools used and conditions considered for*	Is it necessary to have engineering lab facilities in bidder/ manufacturer/ OEM premises OR manufacturer can perform all required test in the test performing agency and submit the certificates/ reports? (as per explanation mention in supporting document column of point 3.c)	It is already mentioned in the clause. **Conditions given in RfQ cum RfP shall remain unchanged.**

			performing the tests along with test results in figures)		
7	5.11.1, Sr.no. 1A, Page no.35	Technical Evaluation Criteria	No. of projects the applicant has supplied RFID tags for tracking purpose (Delivery of less than 40,000 tags for any project will not be considered. Delivery to a single client through multiple POs for a particular project will be considered as single project)	Q.1 If we have more than one order of same customer for same RFID tags within a year and sum of quantity for all PO is 40,000 will it be considered or not. Q.2 Point stated that RFID tags for tracking purpose; it will consider the RFID tracking of any project (Like inventory, fastag, asset etc.) or container tracking only. Q.3 related to Q1 RFID Tag can be label/wet inlay or hard tag only.	Ans1- Multiple PO with sum of quantity 40,000 or more from a particular customer for a particular project shall be considered as one project. Ans2- The RFID tag should be used for tracking purpose. Ans3- The product mentioned in the PO copy clearly state that it is "RFID tag". **Conditions given in RfQ cum RfP shall remain unchanged.**
8	5.11.1, Sr. no. 1, A, Page no.35	Technical evaluation criteria	10 or more = 15 marks 7 or More but less than 10 = 11marks 5 or more but less than 7 = 7 mark 3 or More but less than 5 = 3 Marks Less than 3 = 0 marks	10 or more = 15 marks 7 or More but less than 10 = 13 marks 5 or more but less than 7 = 11 mark 3 or More but less than 5 = 7 Marks Less than 3 = 0 marks OR	**Conditions given in RfQ cum RfP shall remain unchanged.**

				1.Please decrease minimum criteria from 10 plus projects to 6 plus projects for 15 marks criteria to make it more open for Indian Players & bidding more competitive as you have considered multiple PO of a single Customer as single Project. 2. Please decrease minimum qty from 40k plus to 20k plus Tags to open competition.	
9	5.11.1, Sr. no. 1, B, page no. 35	Technical evaluation criteria	More than 5000 thousand = 15 Marks	More than 5000 thousand = 15 Marks	**Conditions given in RfQ cum RfP shall remain unchanged.**
			Between 5000 thousand and 3000 thousand = 11 Marks	Between 5000 thousand and 3000 thousand = 13 Marks	
			Between 3000 thousand to 1000 thousand = 7 Marks	Between 3000 thousand to 1000 thousand = 11 Marks	
			Less than 1000 thousand to 200 thousand= 3 Marks	Less than 1000 thousand to 200 thousand= 7 Marks	
			Less than 200 thousand = 0 Marks	Less than 200 thousand = 0 Marks	
				OR Please decrease minimum criteria from 50 Lakhs Plus Tags to 10 lakhs plus Tags for 15 marks criteria to make it more open for Indian Players & bidding more competitive as most of the Indian companies will find it difficult to qualify with 50 Lakhs	

10	5.11.1, Sr. no. 3, A, page no. 36	Technical evaluation criteria	More than 1000 thousand= 10 marks	More than 1000 thousand= 10 marks	**Conditions given in RfQ cum RfP shall remain unchanged.**
			Between 1000 thousand and 800 thousand = 6 marks	Between 1000 thousand and 800 thousand = 9marks	
			Between 600 thousand and 800 thousand = 4 marks	Between 600 thousand and 800 thousand = 8 marks	
			Between 600 thousand and 200 thousand = 2 marks Less than 200 thousand = 0 marks	Between 600 thousand and 200 thousand = 6 marks Less than 200 thousand = 0 marks	

Above the table (continuation of previous row):

marking benchmark to get 15 no's and qualify ultimately.

You can also allow smart chip cards manufacturer experience to count in above scoring matrix as RFID tags also uses chips and both are of same family though different products and usage.

Below the second comparison box:

OR
Please decrease minimum criteria from 10 Lakhs Plus Tags to 2 lakhs plus Tags for 10 marks criteria to make it more open for Indian Players & bidding more competitive as most of the Indian companies will find it

				difficult to qualify with 10 Lakhs marking benchmark to get 10 no's	
11	5.11.1, Sr. no. 4, A, page no. 36	Technical evaluation criteria	Between 90,000 and 70,000 = 2	Between 90,000 and 70,000 = 2	**Conditions given in RfQ cum RfP shall remain unchanged.**
			Between 70,000 and 50,000 = 4	Between 70,000 and 50,000 = 4	
			Between 50,000 and 30,000= 6	Between 50,000 and 30,000=8	
			Less than 30,000 = 10	Less than 30,000 = 10	
				OR Please change marking scheme as minimum cubic size should be 50000 instead 30000 for 10 marks qualification criteria.	
12	5.11.1, Sr. no. 4, B, page no. 37	Technical evaluation criteria	Between 100 and 70 = 3	Between 100 and 70 = 3	**Conditions given in RfQ cum RfP shall remain unchanged.**
			Between 70 and 40 = 5	Between 70 and 40 = 6	
			Between 40 and 20= 7	Between 40 and 20= 8	
			Less than 20 = 10	Less than 20 = 10	
				Please make change in marking scheme. As minimum weight must be greater than 50 grams looking to form factor.	
13	5.10.1, sr. no. B, Page no.32	Minimum qualification criteria	Applicant shall have an annual turnover of at least INR 20 Million or	turnover criteria can be increased to INR 50 crores minimum from present 2 crores to qualify which will allow	**Conditions given in RfQ cum RfP shall remain unchanged.**

			equivalent in US Dollars for last one fiscal year.	only serious and capable bidders to bid looking to size of the tender.	
14	5.11.1, Sr. No.1.A, page no.35	Technical evaluation criteria	No. of projects the applicant has supplied RFID tags for tracking purpose (Delivery of less than 40,000 tags for any project will not be considered. Delivery to a single client through multiple POs for a particular project will be considered as single project) Supporting document: Client PO or experience certificate mentioning the qty.	We might have a project where the customer has placed orders in smaller quantities over a span of say 6 months or more for the same project. Since this is one project kindly consider as one PO. Since the customers in this space order smaller quantities and deliveries over a period of time it should be considered as one PO	Multiple PO with sum of quantity 40,000 or more from a particular customer for a particular project shall be considered as one project. **Conditions given in RfQ cum RfP shall remain unchanged.**
15	5.16.3, page no.41	Payment term	After verification of the documents and DLDSL will require 120 days of processing time for releasing the payment.	According to MSME act all payments have to be made in 45 days. Kindly reduce the payment processing time to 45 days	After verification of the documents, DLDSL will require 120 days of processing time for releasing the payment. For micro and small enterprises payment shall be made as per applicable MSME act. **Conditions given in RfQ cum RfP shall remain unchanged.**
16	6.3.1, Sr. No. C, page no.49	Service level	If any tag fails during the sample test (One tag will be picked randomly from ten thousand tags) by DLDSL at the time of delivery, the whole	If all the five tags fails during the sample test (Five tags will be picked randomly from ten thousand tags) by DLDSL at the time of delivery, the	**Conditions given in RfQ cum RfP shall remain unchanged.**

			delivery needs to be replaced within 15 calendar days and 5% of the PO value of the delivery will be charged as Liquidated Damages or part thereof subject to a maximum of 10% of the total contract value.	whole delivery need needs to be replaced within 15 calendar days without any liquidated damages otherwise 5% of the PO value of the delivery will be charged as liquidated damages or part thereof subject to a maximum of 10% of the total contract value.	
17	Form F2, page No. 67	Summary of cost	All the above charges shall be inclusive of all cost components that including, but not limited to applicable taxes, duties, levies, permit fees, entry fees, transportation charges, equipment insurance fees, custom duty, handling charges, etc. except the GST shall be paid as per applicable rates.	Supplier confirms that the said price of RFID tag is inclusive of all the cost components including but not limited to levies, permit fees, entry fees, transportation charges, equipment insurance fees, transportation charges, equipment insurance fees, handling charges, etc. except the goods and services Tax (GST), and other Duty & taxes for eg. Custom duty etc. shall be paid as per applicable rates. Supplier should clearly mention rate of custom duty, GST & others (if any).	**Conditions given in RfQ cum RfP shall remain unchanged.**
18	5.2.1, Page no.20	Bidding Fees	The proposal submissions will necessarily have to be accompanied with a Bank Draft of INR 1,00,000.00 (INR One Lakh only) plus Goods and Services tax @ 18 % from a scheduled/ Nationalized Bank in favour of 'DMICDC Logistics Data Services Limited' payable at New Delhi, India, as a non-refundable processing fee.	Companies based out of special economic zones (SEZ) are exempted from paying GST. As we are based out of SEZ. Please clarify if we will be exempted from paying GST for applicable fee or not. Request for exemption of 18% GST on applicable fee upon submission of GST exemption document.	Applicants must submit the letter of undertaking and applicable GST exemption document to DLDSL along with the Bank Draft of applicable processing fees.

					Conditions given in RfQ cum RfP shall remain unchanged.
19	5.4.4, page no.24	Selection process	The applicant should have the original manufacturer's Authorization form (MAF) from the OEM of the proposed equipment. The manufacturers of the proposed equipment can also participate as an applicant and submit the proposal. However, this will not restrict the manufacturer's authorized suppliers whom the MAF has been issued to participate as a competitor entity for this tender.	As per the tender, bidder can submit only one bid. But whereas as per the clause 5.4.4, OEM can participate directly and he can also indirectly participate by authorizing any number of applicants by giving them manufacturing authorization form (MAF), which is not fair as this gives chances to OEM to participate in bid multiple times indirectly and will affect other bidders. This will also give chances to OEM and authorized bidders to play around price with price.	**Conditions given in RfQ cum RfP shall remain unchanged.**