Pre-Bid Meeting – DFCCIL/IT/SI/2011

Supply & Installation of Integrated IT System

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Agenda

Introduction – DFCCIL

Objective of Tender

Scope of Work

Bid Response Coverage & Expectation

Commercial Format

Bid Evaluation Method

Contract Award Process

Q&A

DFCCIL – Brief Introduction

Set-up in 2006 as an independent Corporate Entity

Wholly-owned subsidiary of Indian Railways (MoR)

Will maintain an 'arm's-length' relationship with MoR

Developing & Constructing 2 Dedicated Freight Corridors (3300 Km) – more corridors may come up later

Eastern Freight Corridor (EFC) – Ludhiana to Dankuni

Western Freight Corridor (WFC) – Dadri to JNPT (Mumbai)

Will function as an Infrastructure Company; not to run any trains

DFCCIL – Brief Introduction

Eastern Corridor : funded by World Bank, Indian Railway and PPP

Western Corridor : Entirely funded by JICA, Equity from MoR

Each Corridor to act as an independent Profit Centre

Works/Projects:

Civil	Electrical	Signal & Telecom	Mechanical	OCC

Design Build Contracts as opposed to Item Rate Contracts

Contracts to be awarded in Packages of 300/100 Km slice – (Contracts can be any combination of work & slices)

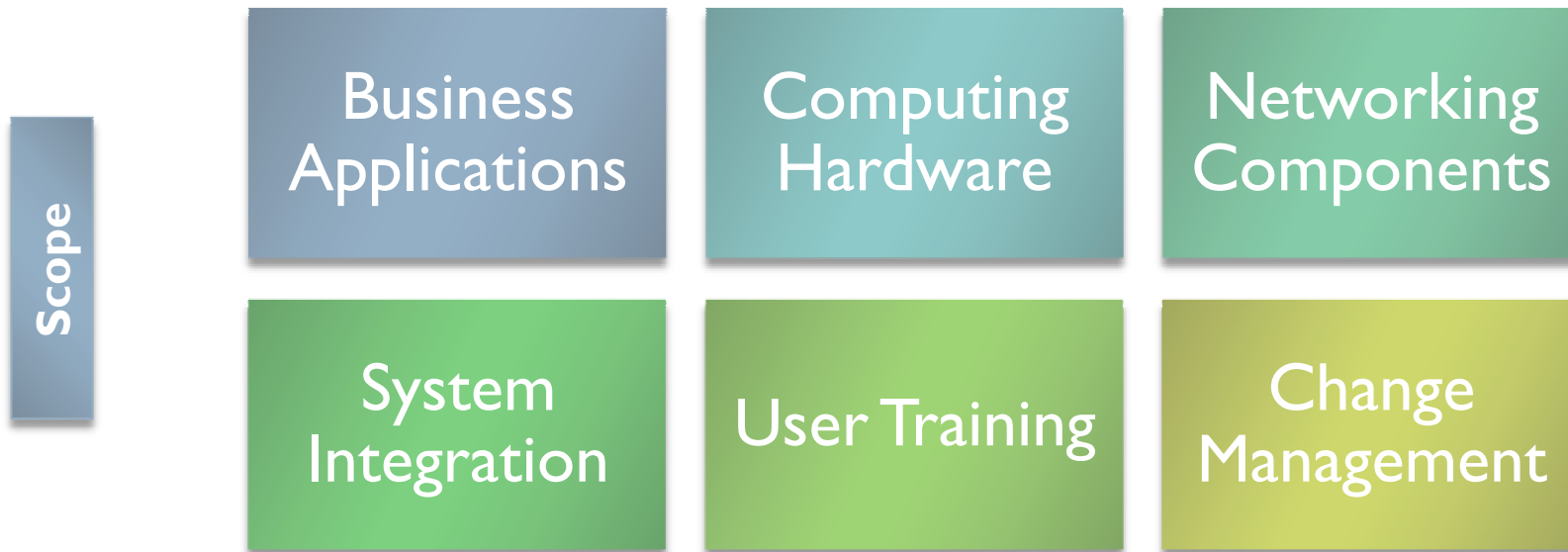Land to be acquired and owned by IR and leased to DFCC

Objective of Tender

Selection of a **System Integrator** capable of implementing of a **robust solution** in line with the **requirement of DFCCIL**

Bid Calendar

PreBid
- 1st August 2011

Bid Submission
- 26th September 2011

Vendor Selection (Tentative)
- 28th October 2011

Broad Scope of Work

Scope

Business Applications	Computing Hardware	Networking Components
System Integration	User Training	Change Management

Tenure

Solution Implementation (~ 15 Months) ➤ Operation Support (36 Months)

Broad Tenets

▸ A green field initiative

▸ Lean & thin organization

▸ Design akin to a Lump sum, EPC Contract

  ▸ Solution is expected to take TCO approach

  ▸ Detailed design of solution to be done by SI

  ▸ Contract is outcome oriented rather than input driven

▸ PMC will oversee work undertaken by SI

▸

Preferred Approach for Engagement

DFCCIL prefers to implement a package based solution.

Solution expected to be implemented within 15 months from effective date of signing the contract.

Supplier is supposed to provide Warranty support for 3 years post operational acceptance of the solution.

Requirement gathering & Pre-commissioning Testing would happen in a staggered manner; however, the Operational Acceptance would happen at a single go for the complete system.

Hardware, Software and Licenses would be procured in a manner to maximize the usable life of the Asset and Warranty Support.

Licenses would be procured in accordance with the actual need of the organization. Supplier would agree to supply the licenses at the quoted Unit Rates at a Future Date to DFCCIL during the performance of the Contract.

Bid Response Coverage & Expectations

Response conforming to all terms and conditions and specifications of the Bidding Document

No material deviations, exceptions, objections, conditionality or reservations

Crisp and to the point description to Solution

Solution compliance with the requirement

Clear and appropriate referencing

No referencing to Websites

Referenced material to be produced along with the Bid Response

Commercial Format - Grand Summary Cost Table (Main Table)

		[insert: Local Currency] Price	[insert: Foreign Currency A] Price	[insert: Foreign Currency B] Price	[insert: Foreign Currency C] Price
1.	Supply and Installation Costs (from Supply and Installation Cost Summary Table)				
2.	Recurrent Costs (from Recurrent Cost Summary Table)				
3.	Grand Totals (to Bid Submission Form)				

Supply and Installation Cost Summary Table (Sub – Table)

Component	Country of Origin	Quantity	Unit Rate					Total Price				
			Supplied Locally	Supplied from outside the Purchaser's Country				Supplied Locally	Supplied from outside the Purchaser's Country			
			INR	Foreign Currency 1	Foreign Currency 2	Foreign Currency 3		INR	Foreign Currency 1	Foreign Currency 2	Foreign Currency 3	
Hardware for Data Center												
Server – Type 1												
Server – Type 2												
Storage												
Firewall Type –1												
MPLS Router												
Access Switch												
SAN Switch												
Rack												
KVM Switch												
UPS												
Tape Library												
Tape Vault												
Non IT Infrastructure Components for Data Center												
Electrical Distribution System, Earthing												
Power Cabling & Power Points												

Recurrent Cost Summary Table (Sub – Table)

Sl. No.	Component	Maximum all-inclusive costs (for costs in INR)			Sub-total for INR
		Y1	Y2	Y3	
1	Hardware Maintenance				
2	Software Licenses and Updates:				
2.1	System and General-Purpose Software				
2.2	Application, Standard, and Custom Software				
3	Technical Support				
3.1	Network Admin				
3.2	System Admin				
3.3	Database Admin				
4	Bandwidth				
5	Digital Signatures				
	Cumulative Subtotal:				

1 → The Year consists of 12 months starting from the date of issuance of Operational Acceptance Certificate.

▶ 2 → Subsequent years begin after completion of previous year

Bid Evaluation

Preliminary Examination

- Responsiveness
  - Completeness
  - Quality of Response

Technical Evaluation of Bids

- Weighted average of Technical Parameters (Attachment 2)

Bid Score Evaluation

- QCBS (Technical: Commercial :: 70:30)
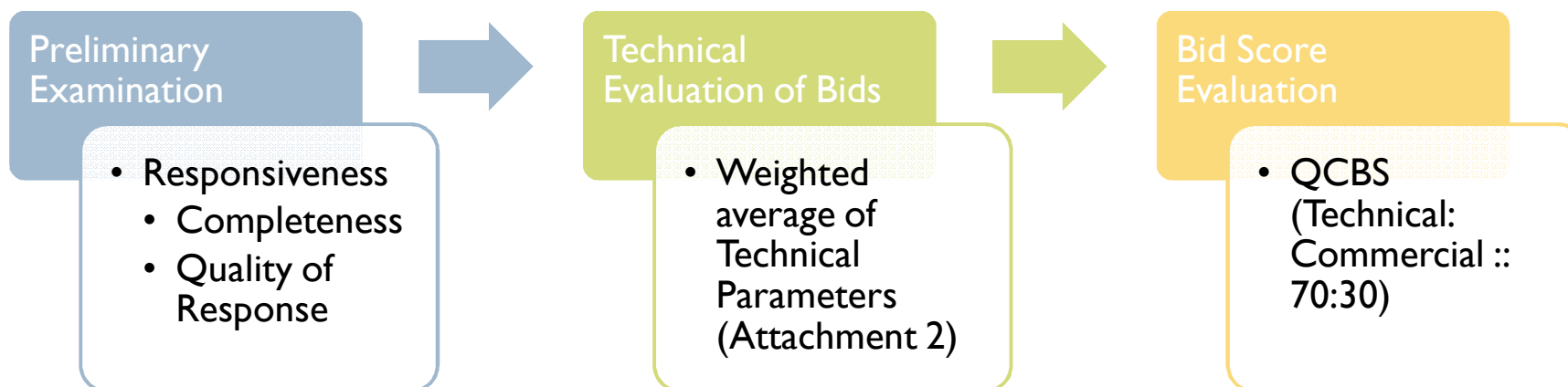
Evaluation Method

$$B \equiv \frac{C_{low}}{C} X + \frac{T}{T_{high}} (1-X)$$

where
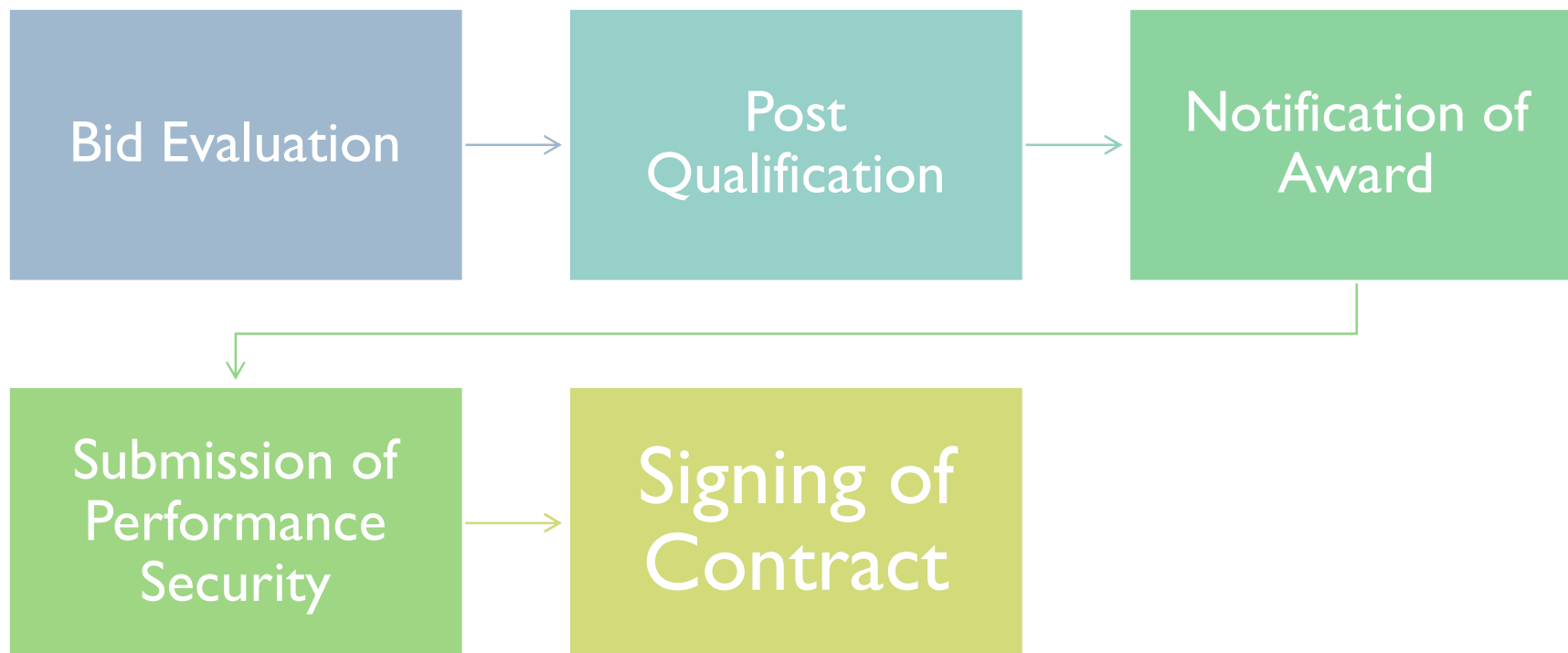
C	=	Evaluated Bid Price
C_{low}	=	the lowest of all Evaluated Bid Prices among responsive bids
T	=	the total Technical Score awarded to the bid
T_{high}	=	the Technical Score achieved by the bid that was scored highest among all responsive bids
X	=	weight for the Price (30%)

Contract Award Process

Bid Evaluation	→	Post Qualification	→	Notification of Award

Submission of Performance Security	→	Signing of Contract

Future Steps

▸ **Please send <u>consolidated</u> queries,**

  ▸ at the earliest…. **<u>No extension in timeline envisaged</u>**

  ▸ <u>please be pithy….request substantive queries..not in piecemeal</u>

  ▸ as per the format specified in the Bid Document

▸ **Please include the queries in .xls/.xlsx format**

▸ **Please include the organization's name (xyz) in the file containing the queries e.g. xyz_prebid queries.xls**

Sl. No	Name of the Bidder	Relevant section and clause	Query	Remark (if any)
10		Cl 9.5 pg 78	The Supplier shall indemnify and hold harmless the Purchaser from and against any and all liabilities, damages, claims, fines, penalties, and expenses of whatever nature arising or resulting from the violation of such laws by the Supplier or its personnel, including the Subcontractors and their personnel, but without prejudice to GCC Clause 10.1.	We request for a standard Indemnification procedure to be added before a claim is lodged.
▸				

Questions?

Would like more to hear from you