

MAHARASHTRA POLLUTION CONTROL BOARD						
RFP for :Selection of Service Provider for Common Software for Online Monitoring of Emission and Effluent Data Dissemination and Report Generation						
PRE-BID CONFERENCE : Queries from Bidders and MPCB responses						
DATE : 18/04/2017						
S. No	RFP Page No	RFP Clause No	Description in RFP	Clarification Sought	Additional Remarks (if any)	MPCB response
1	Page 6	Clause 4.3	"It is estimated that the software once commissioned, will monitor approximately 5000 devices (real time analysers) from approximately 3000 industries over the next 3 to 5 years to monitor air and water quality. This will involve continuous data collection from various devices remotely stationed in the industry and collection of the data at a central monitoring station at MPCB HO, situated in Sion, Mumbai."	What does monitor mean here. The architecture mentioned on page 6 has a client and server architecture. Is the development of the Client in scope of the tender or only the API is in scope of the tender and the Client can be developed by Industry or its vendor.	If the client is not in the scope of the tender then how will MPCB ensure that the party that wins the tender does not monopolize the market by supplying the client. The party that wins the tender should NOT be allowed to supply the client software to the Industry to ensure a fair market mechanism (like APCB tender) and API access and documentation should be good enough to create a client without any dependency on the successful bidder.	Development of API is in the scope (please refer pg 33 B/19 for better clarity)
2	Page 6	4.3	"Currently, there are approximately 120 CEMS (Continuous Emission Monitoring Stations), already deployed by MPCB and the software should capture data from these CEMS as well."	Are these CEMS deployed by MPCB or the Industry. Does this include deploying the Client at these CEMS stations.		CEMS deployed are by industry. SP to ensure the same are integrated
3	Page 6	4.4	"The objective of this RFP (open only to the short-listed bidders from the EoI process already completed by MPCB) is to select the most suitable Solution Provider who will develop, deliver, install, configure and commission a common software for Online Monitoring Emission and Effluent Data Dissemination & Report Generation."	If the selection of the shortlisted bidders was based on the EOI technical evaluation why a technical evaluation is being done again? If this is necessary the technical criteria should remain same.		Technical criteria evaluation remains unchanged
4	Page 7	4.5	• Integration of new stations	What does this mean ? Does it mean integration at the server end or the client end as well ?		Any new addition of station/s to be integrated with for data capturing
5	Page 8	4.7	The Service Provider(s) will be given a period of ONE (1) month from the date of award of contract for completion of the project.	If the tender is for development of software and not COTS (commercially off the shelf) how can a company create SRS, develop, test, certify, deploy and handover the project in one month.	This should be increased to 6 months minimum	Revised clause should be read as follows : The Service Provider(s) will be given a period of THREE (3) month from the date of award of contract for completion of the project.
6	Pge 9	5.4	The Price Bid would seek to identify the Bidder making the most competitive price offer to MPCB for the region of their choice. The bidders can bid for any number of the regions available depending on their comfort and capabilities. However, ONLY one bid can be submitted by the bidder per region	Please define what regions means here.		Clause stands deleted
7	Page 18	7.4.1	A. Organisation Certifications i ISO 27001 certification ii CMMI Level III certification Certificates valid thru Dec '16	What was the basis of choosing Dec '16? There is no sense of such a date as a valid certificate at the time of execution is what matters.	The certificated like all other clause should be valid thru Sep '16 the EOI date. This should be the EOI date else it can give advantage to vendors who secure it post the EOI.	Certificates must be valid on the date of bidding

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8	Page 18	7.4.1	3. Past Performance: A. Order for Software development for similar requirement for any Central / State Pollution Control Board from April 14 till date	Till date only 5 projects of similar nature have been floated - CPCB, Andra Pradesh, Telangana, Tamilnadu, Kerala. With only one vendor winning 3 of them and another 2 vendors 1 each. The number of orders should be reduced to 1. Keeping this clause will favour one specific vendor only.	Request: Reduce number of orders required to 1.	Please see the revised marking system attached here with as a corrigendum
9	Page 18	7.4.1	3. Past Performance: B. Order executed for pure Software development of value > Rs. 5 Lakh with any Govt / Semi-Govt organisation from April 14 till date	What does "pure" mean here? Why have "pure" when the project involves understanding of both hardware and software? Lot of similar projects executed in turnkey basis would include hardware and software.	Request: Projects that Online monitoring software de	Clause remains unchanged
10	Page 19	7.4.1	If any bidder is found to be technically inadequate to the requirements of MPCB, i.e. if the technical marks are lower than 70, then that bidder's bid would be deemed non-responsive for further evaluation and would not be considered further in the bidding process.	This is very stringent and should be reduced to 50 marks.		Clause remains unchanged
11	Page 19	7.4.1	If in case, after technical evaluation, only one bidder is found to be responsive & eligible, i.e. if the technical marks of only one bidder are more than or equal to 70, the Board will decide an acceptable price band and open Price Bid of the only eligible bidder. If the price bid of the bidder falls within the price band specified by the Board, the bidder will be declared as the SUCCESSFUL BIDDER.	This clause should be scrapped as this is against the very essence of competitive tendering. Why tender at all?		Clause remains unchanged
12	Page 20	8.3	However in order to ensure that MPCB gets best solution in technical terms, MPCB reserves the right to enter into negotiation with bidder having highest technical score and place order with this bidder at a suitable price.	This clause should be scrapped as this is against the very essence of competitive tendering.		Clause remains unchanged
14	Page 31	25	B. Client Side Software Requirements	The project involves creation of the central server and API. As per page 29 clause A. General point 4. this Client would be developed by and Party and approved by MPCB. Only point 19 of this section should be retained in the tender document.		Clause remains unchanged
15	Page 33	25	C. Central Server Software Requirements 3. The database should be scalable to support 5000+ concurrent connections and should be able to store and process more than 100 Terabyte of data.	Do you mean concurrent connections or concurrent requests?		Concurrent connected with different stations

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16	Page 34	25	C. Central Server Software Requirements 3. The Central Server Module should be able to send pre-configured template based SMS and Emails for alerts and alarms generated based on the configured rules. This feature should be a built in capability of the Central Server Module and not external application software.	Who will bear the SMS gateway subscription and SMS cost?		MPCB would providethe gateway and bear the cost.SP is required to configure the same for seamless operations
17	Page 34	25	C. Central Server Software Requirements 17. The Vendor should provide the central server software and workstation software. The central server software will do all the data processing and storage management. The workstation software installed should provide the regulator with functionality (Web Interface Module) without the need to directly login to the central server. Minimum of one Workstation software licensed should be provided by the vendor.	What does Workstation software mean. This is a web application as per the tender why do you need a Workstation client. Any computer with a web browser is a valid Wrokstation.		Dedicated worstation for access to the server should be included in the cost. All necessary software for ensuring seamless maintenance activities should be included in the workstation costing. MPCB will not be responsib;e for any licensing issues.
18	Page 40	26	Ongoing Development	What does this mean? Ongoing development can only happen on a hourly or manday rate, but there is no provision to quote for this in the commercial offer. Either this should be quantified or limited to a number of Mandays in the lump sum model.		Support charges have been asked for and any small fine tuning / development will be covered under this.
	Page 7		Development of Software: to be working on web-based platforms as well mobile platforms	Mobile Application / Responsive Site is required?		Mobile Application is required to be developed for minimum lates Android and IOS platforms.
19	Page 10		Last date & time for receipt of e- Bids (Covers 1 & 2) / Bid Preparation	Insufficient time provided to prepare for the bid.		Please see revised timetable attached as Annexure here
	Page 18		Resource certified for Business / Data analytics	Do we really need a resource to be certified as we have to plot the data in X / Y axis for analysis and Parameters are fixed to 3 to 16 parameters?		Clause remains unchanged
20	Page 18		Total experience in environmental domain	Can you reconsider the criteria? We should be make use of technology to derive reports instead of doing research while developing a project.		A resource for Environmental Domain MUST be engaged for full time of the project as specified in the RFP. However the said resource can be a contract employee contracted for a minimum period of 1 year. The agreement for such arrangement should be duly acknowledged by the domain expert and the same should be attached along with the CV as a part of the bid.
	Page 18		Order for Software development for similar requirement for any Central / State Pollution Control Board from April 14 till date	Can a work order for development and reporting of forms received by customer be used for this purpose?	Ideally it should be using some charting / reporting tool used rather Central / State PCB as there could be chances that they have not used recent trending tools for the reporting.	Clause remains unchanged. Specific experience as required should be documented

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22	Page 18		Development Order executed in the field of Big Data from April 14 till date	If certification of developer is provided, do we really need criteria?	Big Data has just took the pace in Govt Industry, Infact still the enterprise level RDBMS like Oracle / MSSQL used for storing the data and reporting tools are used. Applications like Mutual funds / Banking applications still using batch processes using Oracle DB.	Clause remains unchanged
23	Page 22		Penalties : For any delays beyond the stipulated timeframe of 1 month for the project delivery, the Board reserves the right to charge an LD (Liquidated Damages) at the rate of 1% of the total contract value for the delay of every week or part thereof, subject to a maximum of 10% of the total contract value.	It should be reconsider as project timeline is very stiff.		Clause remains unchanged