

JABALPUR SMART CITY LIMITED

PRE BID QUERIES FOR OPERATIONS AND MAINTENANCE OF INCUBATION CENTER

NOTE SHEET

Tender Number : Ref. NO. JSCL/2019/A24/ADM/37

Pre-Bid Query

Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders	Recommendation From Bidder With Justification	JSCL Response
1	Soumyabrata Mondal	9531647383, 6294343945	Waybvy Technologies Private Limited	Section 7 Clause B	The bidder must be in existence for at least 5 years as of 1 st May 2019	Reduce the criteria upto 3 year experience	As per Bid Document
2	Soumyabrata Mondal	9531647383, 6294343945	Waybvy Technologies Private Limited	Section 7 Clause F	The average annual turnover of the bidding company not less than Rs. 70 lakhs in as an average for last three financial years. Audited balance sheet, profit loss and CA turnover certificate should be attached	reduce the criteria upto Rs 30 lakhs of average for last 3 financial years	As per Bid Document
3	Soumyabrata Mondal	9531647383, 6294343945	Waybvy Technologies Private Limited	Section 4.2 Clause 1	Project Director –1 (One Resource); Minimum 13 years industry experience with a minimum one project in the field of innovation and incubation center setup / operations and maintenance. Should be a full-time employee of the bidder	Reduce the experience upto 7 years	Project Director –1 (One Resource); Minimum 10 years industry experience with a minimum one project in the field of innovation and incubation center setup / operations and maintenance. Should be a full-time employee of the bidder Onsite Incubation Manager: Minimum 6 years' experience industry experience with minimum 2 years of experience in the field of startup industry (Client Certificate Required). Onsite Startup Consultants – 2: Minimum 3 years' experience industry experience with 1 year in startup industry (Client Certificate Required).

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Pre-Bid Query

Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Rised by Bidders	Recommendation From Bidder With Justification	JSCL Response
4	Sourmyabrata Mondal	9531647383, 6294343945	Waybyy Technologies Private Limited	Section 4.2 Clause 2	Onsite Incubation Manager - (One Resource): Minimum 8 years experience industry experience with minimum 3 years of experience in the field of startup industry	Reduce the experience upto 5 years industry experience with minimum 3 years of experience in the field of startup industry	See point number 3
5	Sourmyabrata Mondal	9531647383, 6294343945	Waybyy Technologies Private Limited	Section 9 Clause 1.2	2: Average annual turnover of bidder should not be less than Rs 70 lakh during the last three financial year ending on 31st March 2018, A certificate from Chartered Accountant to this effect to be submitted with Technical Proposal (15 Marks)/5 for turnover up to 70 Lakh/Additional of 5 marks for every additional 35 lakh turnover	Reduce the average annual turnover upto 30 lakhs so that we can participate in the bid.	As per Bid Document
6	Sourmyabrata Mondal	9531647383, 6294343945	Waybyy Technologies Private Limited	Section 9 Clause 1.3	3: Bidder should have an experience of conducting startup events such as hackathon or setting up Incubation Center in India. Bidder is required to submit self-declaration and other required relevant documents (15 Marks max) 5 marks for each such event with a minimum participant of 75 teams	Conducting any program or activity under state or center startup policy must be considered for marking	As per Bid Document
7	Sourmyabrata Mondal	9531647383, 6294343945	Waybyy Technologies Private Limited	Section 9 Clause 3	Relevant Experience of the Key Personnel: 40% for startup industry experience	quantify or clarification on start-up industry experience	Resources should have experience of working in the field of Startups promotion or incubation center management, which includes startup selection or screening process, startup acceleration programs, startup fundraising programs etc.
8							
9			Incubation Masters		Please give some benefits/relaxation for MSME registered incubators.		As per Bid Document
10			Incubation Masters		Please allow foreign partners/incubators to participate in this bid.		As per Bid Document
11			Incubation Masters		Please give some relaxation in the resume marking for the proposed candidates		See point number 3

Tender Number : Ref. NO. JSCL/2019/424/ADM/37

Pre-Bid Query

Sno .	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders .	Recommendation From Bidder With Justification	JSCL Response
12			AS Infotech		Experience Criteria for Candidates / Team resume		See point number 3
13							
14			Netedge Computing		1. Is there EMD Exemption, if company is registered in required list of MSME?		As per Bid Document
15			Netedge Computing		2. There are few resources example – PCs which may be required. Which party is going to bear the cost involved? In page 25 point c) Clause about assets is mentioned but then I want to know if there are assets already present there ,Will they be taken back?		Hardware assets already available at JJC will not be taken back
16			Netedge Computing		3. As per 4.2 in document ,in qualification of " Onsite Incubation Manager" its mentioned that "3 Years of experience in field of Startup Industry". There is no such industry as every company – Education, Finance, IT, FMCG etc are industries and one can have a startup in any industry. Also this 3 years has to be current one/ or at any point of time in career. Also Suppose a person has experience of 1.5 years with one Brand and 1.5 years with another. Will that person be eligible?		See Point number 7

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Pre-Bid Query

Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders	Recommendation From Bidder With Justification	JSCL Response
17			Netedge Computing		I have a suggestion since we are trying to build and support incubation ecosystem in Jabalpur, we should involve local people (resident of Jabalpur) so that they can connect with local entrepreneur better instead of asking for prior startup experience (which may or may not be relevant to Jabalpur ecosystem). So I request you to either remove the condition of prior Startup experience or change it to the local resident of Jabalpur or surrounding areas. This is important for continuity of the person with the center to enable ecosystem to take root.		As per Bid Document
18			Netedge Computing		4.As per my observation, figures mentioned in Desired outcome(Page 10) are bit high		Incubator Management in the first year will have the flexibility to induct incubatees at any time during the year to achieve the ultimate target of 20 incubatees per year. From the 2nd year thereon, minimum 30 incubatees will be inducted per year
19			Netedge Computing		Reason- In Jabalpur "Startup Ecosystem" is to be developed we can't ignore pre-incubation & Entrepreneurship Development Activities here. I feel the numbers here focus on quantity rather than the cause.		See Point number 18

Ans

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Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders	Recommendation From Bidder With Justification	JSCL Response
20			Netedge Computing		5. In scoring criteria on page 27, there is a mention about 1) Project Experience of Bidder: point #3 talks about prior experience of setting up incubation center or organizing events. In RFP it's given how marks will be awarded for events but there is no mention of setting up incubation center. There should be clear mention of how many marks will be awarded for setting up an Incubation Center(like it's mentioned 5 marks shall be awarded for organizing events)		Same formula will be applicable for setting up Incubation centers as it is mentioned for conducting startup event
21			Deepthy Mathew				
22			Deepthy Mathew	Section 7, Serial B	The bidder (or lead bidder in case of consortium) must be in existence for at least 5 years as of 1st May 2019.	Kindly reduce the experience to 3 years so that fresher companies with new methodologies and approaches will get a chance to prove their capability.	As per Bid Document
23			Deepthy Mathew	Section 7, Serial F	The average annual turnover of the bidding company (or lead bidder in case of consortium) not less than Rs. 70 Lakh in as an average for last three financial Years. Audited Balance sheet, Profit Loss and CA turnover certificate should be attached.	Kindly reduce the turnover eligibility to Rs.30 lakhs so that more companies will get a chance.	As per Bid Document
24			Deepthy Mathew	Section 4.2, serial 1	Project Director – 1: Minimum 13 years" industry experience with minimum one project in the field of Innovation and incubation center setup / operations and maintenance. Should be full time employee of the bidder.	Mentioning experience in a range will be a better option than a single number. Minimum experience of 7 years can do great too.	See the point number 3
25			Deepthy Mathew		4 Onsite Incubation Manager: Minimum 8 years" experience industry experience with minimum 3 years of experience in the field of startup industry (Client Certificate Required).	It is requested to reduce the experience required to 5 years.	See the point number 3

Ans,

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Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders	Recommendation From Bidder With Justification	JSCL Response
26			Cognic System Pvt Ltd		On page #6, Para #2, its mentioned for 36 month, but one Same page under scope its mentioned 24 month. Which is correct?		24 months is correct
27			Cognic System Pvt Ltd		2. Rs. 70 Lakh in as an average for last three financial Years mentioned in page #15 but on page #27 its mentioned year ending March 2018 .. Since current financial year also end, please include current financial year (March 2019) as well.		Last 3 Financial Year Balance sheets will be considered. But it should not be older than 2015-2016
28			Cognic System Pvt Ltd		3. Does Internet bill included in tender cost or vendor scope?		Yes
29			Cognic System Pvt Ltd		4. Page #11, with minimum 3 years of experience in the field of startup industry, This look very ambiguous, because this won't justify effect on incubation center, please remove.		No change, see point number 7 for more clarity
30			Cognic System Pvt Ltd		5. What is average electricity bill for correct facility		You may visit the Incubation Center for details.
31			Engineering Innovation Research Lab Pvt Ltd	Section 7 Clause B	The bidder must be in existence for at least 5 years as of 1 st May 2019	The bidder must be in existence for at least 3 years as of 1st May 2019	As per Bid Document
32			Engineering Innovation Research Lab Pvt Ltd	Section 7 Clause F	The average annual turnover of the bidding company not less than Rs. 70 lakhs in as an average for last three financial years. Audited balance sheet, profit loss and CA turnover certificate should be attached	The average annual turnover of the bidding company not less than Rs. 30 lakhs in as an average for last three financial years. Audited balance sheet, profit loss and CA turnover certificate should be attached.	As per Bid Document
33			Engineering Innovation Research Lab Pvt Ltd	Section 4.2 Clause 1	Project Director -I (One Resource): Minimum 13 years industry experience with a minimum one project in the field of innovation and incubation center setup / operations and maintenance. Should be a full-time employee of the bidder	Project Director -I (One Resource): Minimum 10 years industry experience with a minimum one project in the field of innovation and incubation center setup / operations and maintenance. Should be a full-time employee of the bidder	See point number 3

Ans

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Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Rised by Bidders	Recommendation From Bidder With Justification	JSCL Response
34			Engineering Innovation Research Lab Pvt Ltd	Section 4.2 Clause 2	Onsite Incubation Manager - (One Resource): Minimum 8 years experience industry experience with minimum 3 years of experience in the field of startup industry	Onsite Incubation Manager - (One Resource): Minimum 5 years experience industry experience with minimum 3 years of experience in the field of startup industry	See point number 3
35			Engineering Innovation Research Lab Pvt Ltd		Project experience of the Bidder 1: More than 5 years of operations in India. Self-certificate on company's letter head duly signed by an authorized signatory.	Project experience of the Bidder 1: More than 3 years of operations in India. Self-certificate on company's letter head duly signed by an authorized signatory.	As per Bid Document
36			Engineering Innovation Research Lab Pvt Ltd	Section 9 Clause 1.2	2: Average annual turnover of bidder should not be less than Rs 70 lakh during the last three financial year ending on 31st March 2018. A certificate from Chartered Accountant to this effect to be submitted with Technical Proposal (15 Marks)(5 for turnover up to 70 Lakh)(Additional of 5 marks for every additional 35 lakh turnover	2: Average annual turnover of bidder should not be less than Rs 30 lakh during the last three financial year ending on 31st March 2018. A certificate from Chartered Accountant to this effect to be submitted with Technical Proposal (15 Marks)(5 for turnover up to 30 Lakh)(Additional of 5 marks for every additional 30 lakh turnover	As per Bid Document
37			Engineering Innovation Research Lab Pvt Ltd	Section 9 Clause 1.3	3: Bidder should have an experience of conducting startup events such as hackathon or setting up Incubation Center in India. Bidder is required to submit self-declaration and other required relevant documents (15 Marks max) 5 marks for each such event with a minimum participant of 75 teams	3: Bidder should have an experience of conducting startup events such as hackathon or setting up Incubation Center in India or National Execution Partner for Startup India Yatra. Bidder is required to submit self-declaration and other required relevant documents (15 Marks max) 5 marks for each such event with a minimum participant of 75 teams	As per Bid Document
38			Engineering Innovation Research Lab Pvt Ltd	Section 9 Clause 3	Relevant Experience of the Key Personnel: 40% for startup industry experience	Defining start-up industry experience	See point number 7

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Sno	Name	Mobile Number	Company Name	Section/Page Reference of RFP	Query Raised by Bidders	Recommendation From Bidder With Justification	JSCL Response
39			C Net Infotech Pvt Ltd		1) We hope that companies/MSEs (Micro and Small Enterprises) /District Trade & Industries Center (DIC) are exempted from tender cost and EMD.		As per Bid Document
40			C Net Infotech Pvt Ltd		2) Is the selected bidder required to bear the expenses of cleaning accessories, office stationary and other petty expenses to run this incubation Center?		Yes
41			All India Institute for Local Self Government		<p>The agency is expected to provide technical assistance in the following implementation services: a) Infrastructure Provisioning/Development I. Assist in setting up of ICT infrastructure. ii. Tie-up with a cloud services provider for all hosting requirements. Technology equipment purchase like touch screen collaboration screens, software, testing tools etc. iii. Other allied infrastructure facilities, utilities and accessories as may be required</p>	<p>The agency is expected to provide technical assistance in the following implementation services: a) Infrastructure Provisioning/Development I. Assist in setting up of ICT infrastructure. ii. Tie-up with a cloud services provider for all hosting requirements. Technology equipment purchase like touch screen collaboration screens, software, testing tools etc. iii. Other allied infrastructure facilities, utilities and accessories as may be required and v. Maintain a list of all its members/participants, event calendar and financial information through a real time online platform which will work through a platform.</p>	As per Bid Document

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42			All India Institute for Local Self Government			The Bidder, shall be a legal person, which may be: • A company, incorporated under Companies Act, 2013 or 1956, amended till date; or • A society, established under Societies Registration Act, 1860 or any analogous law enacted by a State Government; or • A cooperative society, established under Cooperative Societies Act, 1912, Multi-State Cooperative Societies Act, 1984 or any analogous law enacted by a State Government, or • A Limited Liability Partnership, incorporated under Limited Liability Partnerships Act, 2008, or • A partnership firm registered under Partnership Act, 1932, or proprietor firm • A Trust established under Indian Trusts Act, 1882 or Bombay Public Trusts Act, 1950, or any analogous law enacted by a State Government	As per Bid Document
43			All India Institute for Local Self Government	Minimum Eligibility Criteria No. 15	Consortium is allowed with maximum one consortium partner.	Consortium is allowed with maximum two consortium partner.	As per Bid Document
44			All India Institute for Local Self Government	Project experience of the Bidder. Point number 3 Page 27	3: Bidder should have experience of conducting startup events such as hackathon or setting up Incubation Center in India. Bidder is required to submit self-declaration and other required relevant documents. (15 Marks max) 5 marks for each such event with minimum participants of 75 Teams).	Of The Bidder should also have experience of mentoring at least 3 Hackathons/Startup Events/Skill Development. (Maximum 7.5 marks) 1-3 events – 5 marks =3 or more 7.5marks 3,2 Bidder or the Lead Bidder in case of The Bidder or the Lead Bidder in case of consortium must have awarded or running at least one incubation centre project. (Maximum marks 7.5) Project value between 50 lakh-	As per Bid Document

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45			All India Institute for Local Self Government		50% for meeting the qualification, 10% for additional qualification / certification, 40% for startup industry experience	20% for additional qualification/certification 20% for startup/skill development industry experience 40% for the Presentation	As per Bid Document
46				Relevant Experience of the Key Personnel	Extension till 29th July 2019		As per Bid Document

Chief Executive Officer


Chief Executive Officer
Jabalpur Smart City Limited