

## PRE-BID CLARIFICATIONS

**e-Tender Notice No. TW-IT/OT/08/522/2018-19**

**Implementation of Video Conferencing System at OERC, Energy Department (Odisha Secretariat), CESU, NESCO Utility, WESCO Utility, SOUTHCO Utility & Office of the E.I.C (07 locations)**

| #  | Tender Reference (Section/Clause)   | Request for Changes  | OPTCL Management Decision   |
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| 1. | <p>SECTION-I.4.III (Project Timelines)</p> <p>2.a Inspection of Equipment,<br/>2.b Supply of Video Conferencing System at all the 07 designated locations as per the Scope of works and Technical Specification. - Within 30 days from the date of acknowledgment of Work Order</p> <p>3.a Installation, commissioning of Video Conferencing System at all the 07 designated locations<br/>3.b Trail Run &amp; System Acceptance at each location<br/>3.c UAT Sign-off. - Within 45 days from the date of acknowledgment of Work Order</p>  | <ul style="list-style-type: none"><li>• 30 days is very less time for delivery. This should be 70days, as OEM will be supplied the Items in 45 days and after that SI needs time min 65 days to deliver.</li><li>• 45 days from the date of acknowledgment of Work Order are practically not possible. So request to amend as 45 days from the date of delivery of Work Order.</li></ul> | <p>Project Timelines is revised as follows:</p> <p>2.a Inspection of Equipment,<br/>2.b Supply of Video Conferencing System at all the 07 designated locations as per the Scope of works and Technical Specification. - Within 70 days from the date of acknowledgment of Work Order</p> <p>3.a Installation, commissioning of Video Conferencing System at all the 07 designated locations<br/>3.b Trail Run &amp; System Acceptance at each location<br/>3.c UAT Sign-off- Within 70 days from the date of acknowledgment of Work Order</p> |
| 2. | <p>SECTION-I.4 (Qualification Requirement)</p> <p>Point B<br/>The Bidder should have designed, supplied, installed, tested, commissioned and operated Video Conferencing project(s) in any Central Govt. / State Govt. / PSU / Banks /Autonomous Body(Govt.) in India conforming to the scope of the work during the last three (03) years ending 31 Dec 2018.</p> <ul style="list-style-type: none"><li>• One (1) project with Order Value of minimum INR 60 lakhs;</li></ul> <p>OR</p> <ul style="list-style-type: none"><li>• Two (2) projects each with Order Value of minimum INR 40 lakhs</li></ul> | <p>We are working in this domain from last 5 years and to get more competition the scope of the work during the last three (05) years ending 31 Dec 2018 should be included</p>  | <p>Tender Clause Stands</p>   |

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| 3. | <p>Section-III.VI.d ( Dispatch Instructions)</p> <p>"The delivery, installation and commissioning of the items ordered, as specified, should not exceed 45 (Forty five) days from the date of date of acceptance of "Work Order/Purchase Order."</p>  | <p>This requested to amend from 45 days to 115 days for all these activities from the acceptance of work order/Purchase Order.</p>  | <p>Section-III.VI.d is revised as follows:</p> <p>"The delivery, installation and commissioning of the items ordered, as specified, should not exceed 70 (Seventy) days from the date of date of acceptance of "Work Order/Purchase Order."</p>   |
| 4. | <p>SECTION-I.4.A. b(Qualification Requirement)</p> <p>The Bidder should have positive net worth, and should have an average turnover of more than INR 5 crores, for the last three Financial Years ending on 31st March 2018</p>  | <p>We kindly request to change this to Bidder / Bidder's Parent Company. The bidder should be 100% Subsidiary of parent company.</p>  | <p>Clause b of SECTION-I.4.A(Qualification Requirement) is revised as follows:</p> <p>The Bidder/Bidder's parent company should have positive net worth, and should have an average turnover of more than INR 5 crores, for the last three Financial Years ending on 31st March 2018</p>  |
| 5. | <p>SECTION-I.4.A. d(Qualification Requirement)</p> <p>The Bidder must have valid ISO 9001:2008 &amp; ISO/IEC 27001:2013 certificate as on bid submission date</p>   | <p>Please consider as:<br/>ISO 9001 Certification Or ISO / IEC 270001:2013 certification need to submit to participate the Bid, as ISO 9001 is stand for the quality assessment.</p>  | <p>SECTION-I.4.A. d(Qualification Requirement) is revised as follows:<br/>The Bidder must have valid ISO 9001:2008 or ISO 9001:2015 or ISO/IEC 27001:2013 certificate as on bid submission date.</p>  |
| 6. | <p>Section-IV.1. b (Technical Specifications)</p> <p>"All components of the VC system like Codec, Camera and Microphone &amp; Recorder, etc. should be from the same OEM."</p>  | <p>It restrict the participation of leading Video Conference OEMs and also restricting to get competition bids. Recorder facility does not with every VC OEM. So request to remove the "Recorder" from this clause.</p>   | <p>Section-IV.1. b is revised as follows:</p> <p>All components of the VC system like Codec, Camera and Microphone should be from the same OEM. The Recorder is required to be provided along with the VC System and it may be from the same OEM or from different OEM.</p>   |
| 7. | <p>Section-IV.1. c (Technical requirements)</p> <p>The Video Conferencing System provided at each location should be able to establish VC for minimum 08 (eight) parties including the host along with simultaneous recording at the host end, with continuous presence of all parties. Each location may be having its own intranet connectivity or internet connectivity. It is the responsibility of the System Integrator to configure the VC System in such a way that each location out of these 07 locations can establish bi-directional communicate to any location in any network (intranet and internet) through public/private IP."</p> | <p>This point restrict the participation of leading Video Conference OEMs and also restricting to get competition bids. Any device in a local area network should not be configured with Public IP or in other words LAN device should not be allowed to access through public IP as it can be easily attacked and compromised from outside. Such device can thus become a potential threat for entire network as well. Request you to remove this point from the clause.</p> | <p>Section-IV.1. c is revised as follows:</p> <p>"The Video Conferencing System provided at each location should be able to establish VC for minimum 08 (eight) parties including the host along with simultaneous recording at the all end points (near and all far end locations), with continuous presence of all parties. Each location may be having its own intranet connectivity or internet connectivity. It is the responsibility of the System Integrator to configure the VC System in such a way that each location out of these 07 locations can establish bi-directional communicate to any location in any network (intranet and internet) through public/private IP."</p> |

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| 8.  | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#6: Video and Audio Output:</p> <p>1. HDMI INPUT for connecting to two display unit,<br/>2. 1 x VGA</p>  | <p>Every OEM have their own way to provide interface to achieve the functionality for connecting Displays required HDMI output and assumed this is type error. So request to modify 1 x DVI/VGA, 2 x HDMI Output</p>  | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#6: Video and Audio Output is revised as follows:</p> <p>1. 2 x HDMI output<br/>2. 1 x HD output for connecting additional monitor or recorder. The recorder should be supplied along with the package. It should have provision to record encrypted calls. However, additional USB based recording provision may be there and it should support AES encryption.</p> |
| 9.  | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#8: Camera</p> <p>It should be upgradable to support advanced face-recognition technology such that it automatically scans the room and seamlessly commands the main camera to appropriately frame the users during a call without any manual intervention</p> | <p>This point 7 required little amendment for achieving the actual speaker tracking for automatic Zoom the speaker functionality i.e. It should be upgradable to support advanced speaker tracking technology such that It should be capable of enhancing video conferencing experience with advanced technology such that it automatically scans the room and speaker track seamlessly and commands the main camera to appropriately frame the users during a call without any manual intervention, from day one as per the above specification.</p> | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#8: Camera</p> <p>The following feature has been dropped:</p> <p>7. It should be upgradable to support advanced face-recognition technology such that it automatically scans the room and seamlessly commands the main camera to appropriately frame the users during a call without any manual intervention</p>   |
| 10. | <p>Section-IV.1. B (Technical Specification for 55" Full Hi-Definition LED Display with HDMI &amp; other cables, mounting brackets and other necessary accessories)</p>  | <p>In the specification you have not mentioned the brightness, which also be the important factor for choosing display. So request to add the Brightness 350 nits.</p>  | <p>Brightness: 350 nits accepted.</p>  |
| 11. | <p>Section-IV.1. B (Technical Specification for 55" Full Hi-Definition LED Display with HDMI &amp; other cables, mounting brackets and other necessary accessories)</p> <p>#11 Panel: IPS Display</p>  | <p>Please also include SVA as better viewing angles by laying its liquid crystals into varying directions, allowing viewers to see the same color no matter their viewing angle</p>   | <p>Panel: IPS/SVA Display both are acceptable</p>  |
| 12. | <p>Section-IV.1. B (Technical Specification for 55" Full Hi-Definition LED Display with HDMI &amp; other cables, mounting brackets and other necessary accessories)</p> <p>#20 RoHS Compliant</p>  | <p>Please note that the VC is for indoor use and RoHS compliance clause should be deleted</p>   | <p>Tender Clause Stands</p>  |

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| 13. | <p>Section-IV.1. f (Technical Requirements)</p> <p>Cameras should be Full HD 1920x1080p with 12x optical zoom and Auto Focus</p>   | <p>We request to consider 10x optical zoom and its supported by most OEM's. 12x Optical Zoom is specific to few OEM's only.</p>  | <p>Tender Clause Stands</p>   |
| 14. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#1: Package</p> <p>Full HD 1080p camera, Codec, Microphone Array, cables, remote control, Recorder (In-built/External)</p>   | <p>Touch Panel gives more flexibility is Dialing in/out, Managing the Unit instead of a remote control.</p> <p>Also we request to consider Recording on-cloud as this will help organization to create a streaming link directly from the cloud.</p>   | <p>Tender Clause Stands</p>   |
| 15. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#4: Audio Standards and Features</p> <p>1. It should support G.711, G.728, G.729/GIPS/MPEG4/AAC, G.722,G.722.1 or better</p>   | <p>We request the authority to remove G.728 as the same is not supported by Leading OEM's Moreover the protocol is required in IP Telephont and not Video Conferencing.</p>  | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder) is revised as follows:</p> <p>#4: Audio Standards and Features<br/>The following feature has been dropped:<br/>G.728</p> |
| 16. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#5: Video and Audio Inputs</p> <p>6. 2 x RCA line-in</p>   | <p>2. The unit already supported 2 x HDMI Outputs to connect to 2 displays. VGA Is not supported by Leading OEM's as it does not support HD Resolution.</p> <p>6. We request the authority to consiser HDMI/Minijack as Audio In. RCA is least supported these days and same audio can be transmitted through HDMI/Mini-jack</p> | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder) is revised as follows:</p> <p>#5: Video and Audio Inputs</p> <p>2. 2 x RCA line-in has been dropped.</p>                 |
| 17. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#5: Video and Audio Outputs:</p> <p>3. 1 x HD output for connecting additional monitor or recorder. The recorder should be supplied along with the package. It should have provision to record encrypted calls. USB based recording is not acceptable.</p> | <p>We request to consider Recording on-cloud as this will help organization to create a streaming link directly from the cloud.</p>  | <p>On-Cloud recording is not acceptable.</p>  |

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| 18. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#5: Other Interfaces</p> <p>2. Minimum 2 x USB 2.0 or USB 3.0<br/>3. Minimum 1 x RS-232, 8-pin mini-DIN</p>  | <p>2. We request the authority to consider 1 x USB, as 2 USB are specific to One OEM Only. Moreover USB port is of no use day one.<br/>3. RS232/8-pin Mini DIN is of no use and can be removed.</p>   | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder) is revised as follows:</p> <p>#5: Other Interfaces:<br/>2. Minimum 1 x USB 2.0 or USB 3.0<br/>3. Minimum 1 x RS-232, 8-pin mini-DIN : dropped</p> |
| 19. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#10: Security:<br/>2. The system should also support local recording of an encrypted call</p>  | <p>We request to consider Recording on-cloud as this will help organization to create a streaming link directly from the cloud.</p>   | <p>Tender Clause Stands</p>  |
| 20. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#12: Recording and Storage:<br/>The system should support recording and storage feature. The recorder can be in-built or external and should be included in the package.</p> | <p>We request to consider Recording on-cloud as this will help organization to create a streaming link directly from the cloud.</p>   | <p>Tender Clause Stands</p>  |
| 21. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#13: Multisite Feature:<br/>It should support at least 8 sites (07 remote + 01 host) at HD resolution with simultaneous recording</p>  | <p>We request the authority to consider Multiparty on Cloud. Cloud meetings are easy to Manage and control. Any site will be able to host/join and record meeting without requirement of Main Site in the call.</p> <p>Cloud meetings can be joined by any user (up to 1000 Users in a single meeting) from Any device and from any network</p> | <p>Tender Clause Stands</p>  |
| 22. | <p>Section-IV.1. A.c (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)<br/>Simultaneous recording at Host end [only]</p>   | <p>The VC systems at every end should be capable of recording the conference with continuous presence of all parties.</p>   | <p>The VC systems at every end should be capable of recording the conference with continuous presence of all parties.</p> <p>Pl. refer to the detailed revised Technical Requirements &amp; Specification</p>  |
| 23. | <p>Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera &amp; Recorder)</p> <p>#13: Content Standards and Resolutions</p>   | <p>far end location at 1080p up to 60 fps</p>   | <p>Accepted. It should transmit both people and content both simultaneously to the far end location at 1080p 60fps</p>   |

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| 24. | Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera & Recorder)<br><br>#4:Audio Standards and Features   | All Noise reduction and instant adaptation echo cancellation                   | It was typo error. The clause is amended as: "Noise reduction and instant adaptation echo cancellation"  |
| 25. | Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera & Recorder)<br><br>#7: Other Interface<br>1. 1 x 10/100/1000 LAN port or 1x RJ45 LAN ports | LAN Port: 2 x 10/100/1000 LAN ports  | Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera & Recorder) is revised as follows:<br><br>#7: Other Interface<br>1. 2 Nos. RJ-45 Integrated Gigabit(10/100/1000 ) Network Connection |
| 26. | Section-IV.1. A (Technical specifications for Video Conferencing Equipment (Codec, Camera & Recorder)<br><br>#14: Microphones  | Group Microphone array should be "Digital Microphone array" should be supplied | Accepted. It should be read as Digital Microphone array  |

**Sr. General Manager (IT)**  
**OPTCL**