

Corrigendum-1

Sub: Request for Proposal for “Selection of a Concessionaire for supply, installation and maintenance of Smart Street light Poles (55 Nos.) having provisions of Wi-Fi, Smart Warm LED Street Light, CCTV camera, and environmental sensors”. (Revised RFP)

Replies of queries raised by the perspective Applicants for the pre-bid meeting held on 20-03-17 at 03:00 PM:-

| S. No. | Clause | Description of Query | Query raised by Participants | Reply of NDMC |
|--------------------------------|--------|----------------------|--|--|
| M/s Indus Tower Limited | | | | |
| 1. | 1.2 | | <p>1) We request NDMC to allow installation of new poles of height upto 25 meters. The telecom services (2G /3G /4G / Wi-Fi) are better achieved with equipment installed on the telecom pole at a reasonable height.</p> <p>2) We suggest that the maximum (allowed) diameter to be considered should be 900 mm. Justification for above mentioned change</p> <p>The above mentioned changes in the dimensions of the pole are required to meet the functionalities (as stated in the RFP) of Smart Street Light Pole -</p> <p>1) Smart Street Light Pole should support all Smart Services envisaged</p> | <p>1) RFP clause remains unchanged. For height of Pole, refer Annexure No. 1</p> <p>2) RFP clause remains unchanged.</p> |

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| | | | <p>in this RFP in ambient range of 0-50 degrees of temperature. It should be possible to house minimum 3-4 telecom technologies (GSM, WCDMA, LTE and Wi-Fi etc.) simultaneously with minimum 2-3 sectors. It should also be possible to support future technologies such as 5G.</p> <p>2) Smart Street Light Pole should be capable of supporting all telecom technologies such as 2G/3G/4G/Wi-Fi/RF/Next Generation simultaneously</p> <p>3) Smart Street Light Pole should have enough space for Site passive infra (space and power) and should support sharing among telecom operators</p> | |
| 2. | 3.1 (iii) | | We request you to provide us a stabilization period of 3 months post go-live after 6 months. | RFP clause remains unchanged. |
| 3. | 3.2.1 (c) | | The average bank compounding interest rate is 5%, hence we request you to modify the clause accordingly. | RFP clause remains unchanged. |
| 4. | 3.2.2 | | To generate decent revenue we request NDMC to allow Concessioner to utilize entire 16 SSIDs of Access | RFP clause remains unchanged. |

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| | | | Points. | |
| 5. | 3.2.3 | | <p>1) Implementation should start from the date of agreed locations. Please confirm</p> <p>2) It is assumed that only NDMC approval is sufficient and necessary for the installation of the poles. Please confirm</p> | RFP clause remains unchanged. |
| 6. | 3.2.6 | | Please confirm the exact locations of the Digital/ Outdoor Panels to be installed on the poles | RFP clause remains unchanged. |
| 7. | 3.2.6 | | <p>Kindly clarify if NDMC will take care of the pole/gantry requirement for the LED outdoor Panel.</p> <p>Further we understand that these outdoor panels will not be on proposed smart pole and there would be a separate structure for these panels.</p> | The Concessionaire has to install the Outdoor LED Screens as defined in Clause 3.2.6 at designated places at the cost of the Concessionaire. Details of such places will be provided by the NDMC to the concessionaire. |
| 8. | 3.2.6 | | Please provide integration details for the environment application 311 App. of NDMC to which environment sensor will send the information. | Necessary API to integrate the data from the environmental sensors with the (i) NDMC 311App. (running at present), and (ii) NDMC's Command and Control System (proposed to be set up in future)will be provided by the concessionaire. |
| 9. | 3.4 | | Free ROW period for Fiber laying is mentioned for implementation period | RFP clause remains unchanged. |

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| | | | only (except for any O&M activity), we request NDMC to extend it and free ROW for Fiber Laying to concessionaire should be available for entire period of concession period as concessionaire is required to facilitate telecom service provider for installation of equipment for next generation services as well other than current services available (2G/3G/4G/Wi-fi) | |
| 10. | 3.4.4 | | We request NDMC to take the responsibility of power supply required for the Wi-Fi as it is being provided partially free of cost by the concessionaire | RFP clause remains unchanged. |
| 11. | 3.4.5 | | We request NDMC to allow the Concessionaire to use the smart poles for another 10 years post concession period mentioned in the RFP as the economic life of the poles is more than 20 years , hence making the project economically viable | <p>(1) In clause No. 1.1,1.2,1.8,3.1(ii),3.2.3,4.1.2,5.4 .1.1,6.2 and at all other places in the RFP document the concession period shall be read as 12 ½ years (twelve and half years). First six months of the 12 ½ years concession period are implementation period and rest twelve years are operation & maintenance period.</p> <p>(2) In S. No. 16 of table given at clause 3.7.1,"9 years" be read as "12 years."</p> |

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| | | | | (3) Annexure 8 has been replaced by the Annexure given to these replies to pre-bid queries. |
| 12. | 3.4.7 | | Please clarify on other permissions required, along with Cost, for the execution which are not in purview of NDMC. | RFP clause remains unchanged. Concessionaire has to arrange permissions and also to bear the cost other than that specified in RFP document. |
| 13. | 3.5.6 | | We request you to reduce the interest to 15% | RFP clause remains unchanged. |
| 14. | 3.5.4 | | We request NDMC to take the responsibility of power back up for Environment sensors and Wi-Fi as well | RFP clause remains unchanged. |
| 15. | 3.6 | | We request that the deviation quantity and implementation period will be decided on mutual agreed basis. | Clause 3.6. will be read as “During the implementation of the Pilot Project, the quantity of the smart poles may deviate ± 50% as the case may be, the quantity will be decided by NDMC. On the basis of RF survey, if any black spot is noticed for seamless Wi-Fi in the area, the quantity of the smart pole can be increased further by NDMC on a request made by concessionaire in this regard. However, in any case the total number of Smart Poles installed under this RFP shall not be more than 110 Smart Poles.” |

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| 16. | 3.7 | | For maintaining the uniformity, we request NDMC to allow us to deploy all smart poles of height of 12 mtrs. | Refer S.No. 1 above. |
| 17. | 3.7.1 (7) | | Test certificate will be provided during the project phase. Kindly confirm if the same can be accommodated. | RFP clause remains unchanged. |
| 18. | 3.7.1 (11) | | We request NDMC to relax the specification of Smart Pole and it should support the backup of 2 hrs only for Wi-Fi as for the telecom equipment there will be a separate agreement between the concessionaire and telecom service provider for availability of telecom equipments in case of power failure. | RFP clause remains unchanged. |
| 19. | 3.7.2 (11&12) | | We request you to modify the specification as; DI X 2 DO X 1 | RFP clause remains unchanged. |
| 20. | 3.7.2 (16) | | Please provide the storage capacity of Micro SD card | RFP clause remains unchanged. |
| 21. | 3.7.2 (25) | | We request you to include IS/CN certification as it is equivalent to UL | RFP clause remains unchanged. |
| 22. | 3.7.2 (27) | | Please include NVR along with VMS software for surveillance | RFP clause remains unchanged. |
| 23. | 3.7.3 (11) | | We request you to exclude motion sensors | RFP clause remains unchanged. |
| 24. | 3.7.3 | | Colour temperature mentioned is 2400 to 2700 K which is quite unobvious. Kindly consider relaxation | RFP clause remains unchanged. |

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| | | | of 3000K± 300K (Luminaries Technical Specifications) | |
| 25. | 3.7.3 | | <p>Efficacy of 135lm/W in case of warm LED is not feasible. Kindly relax it up to 95lm/W at system level.</p> <p>System Lumens Output of 120 Lumen / watt is not possible for the CCT range 2400-2700K. (Typical specifications)</p> | RFP clause remains unchanged. |
| 26. | 4.18 | | The confidentiality obligations under this Contract will not apply to information already in the public domain or available to us independently of this Contract. | RFP clause remains unchanged. |
| 27. | 5.2.3 | | <p>We have installed number of smart poles at various locations with functionalities as specified in the clause 3.7. of the RFP:</p> <p>1) Smart Street Light Pole should support all Smart Services envisaged in this RFP in ambient range of 0-50 degrees of temperature. It should be possible to house minimum 3-4 telecom technologies (GSM, WCDMA, LTE and Wi-Fi etc.) simultaneously with minimum 2-3 sectors. It should also be possible to</p> | RFP clause remains unchanged. |

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| | | | <p>support future technologies such as 5G.</p> <p>2)Smart Street Light Pole should be capable of supporting all telecom technologies such as 2G/3G/4G/Wi-Fi/RF/Next Generation simultaneously. Further these Smart Poles have the capability of housing smart components such as Access Points, Cameras, Warm LEDs, Digital Displays etc.</p> <p>Please clarify if these poles meet the eligibility criteria as mentioned in the RFP</p> | |
| 28. | 6.2 | | <p>We request NDMC to allow the Concessionaire to use the smart poles for another 10 years post concession period mentioned in the RFP as the economic life of the poles is more than 20 years , hence making the project economically viable</p> | Refer reply at S. No. 11 above. |
| 29. | 6.6 | | <p>We request that during the project execution stage tax levy/duty/statutory taxes ,statutory dues, local levies, Service tax etc. (other than what is mentioned in the commercial proposal) if arise will be paid by NDMC . Concessionaire will only share the committed revenue with NDMC.</p> | RFP clause remains unchanged. |

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| 30. | 6.7.1 | | It is requested that the cure period may be increased from 30 days to 90 days and similar changes may be made to the other references of termination (Clause 11.4) | RFP clause remains unchanged. |
| 31. | 8.7 | | We suggest NDMC to remove this clause or else modify the verbiage to Any indemnity amounts will be limited to the fees paid, subject to final determination by a competent court/arbitrator." | RFP clause remains unchanged. |
| 32. | 8.12 | | We do not use or disclose your confidential information pertaining to our other clients. | RFP clause remains unchanged. |
| 33. | 9.1.1 | | We request NDMC to reduce the penalty value per week to INR 5000/- and it should be applicable when the fault is solely attributable to the Concessioner | RFP clause remains unchanged. |
| 34. | 9 | | We suggest NDMC to include a cure period of 1 Quarter before invoking the termination clause | RFP clause remains unchanged. |
| 35. | 9 | | Keeping in view the congested area of CP restoration time of fiber cut will be on higher side. Hence recommended to exclude from SLA calculations and allow temporary overhead fiber. | RFP clause remains unchanged. |

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| 36. | 9 | | We understand that in event of power failure to Smart Poles Concessioner shall be exempted from the SLA adherence for services such as CCTV, LED Lights & Wi-Fi Services. | RFP clause remains unchanged. |
| 37. | 9.4 (B) | | We request NDMC to reduce the penalty amount from INR 50000 to INR 1000 and INR 1 lakh to INR 5000 Further, please remove point (4) - 85% clause | RFP clause remains unchanged. |
| 38. | 10 | | Theft cases by default/ vandalism, political rallies etc. would not be considered as “beyond the control of Concessionaire” and hence be included under force majeure | RFP clause remains unchanged. |
| 39. | 11.10 | | Since it is a high capital project, we request NDMC to remove the clause of early determination and this should not be effective before the end of the concessionaire period | RFP clause remains unchanged. |
| 40. | 14.2 | | The telecom equipment has a life span of approximate 20 years and further in the interest of the business viability of the concessionaire ,we request NDMC to allow transfer of all the assets except Smart Street Light Pole with telecom equipments | RFP clause remains unchanged. |

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| 41. | ----- | | The overall amount of liquidated damages and penalties shall not exceed 5% of the contract value. Liquidated damages or penalties (if any) shall be applicable only for delays solely attributable to concessionaire | Refer clause 13. Page No.94 |
| 42. | ----- | | <p>1) RFP has no mention of the existing state of Fibre in the region. Please elaborate the existing state of fiber (length of fiber already laid)</p> <p>2) Please specify the tentative length of incremental fiber required for the overall connectivity of the system</p> <p>3) Please clarify if we the concessionaire by through leasing out the fiber</p> | <p>The Concessionaire has to arrange the network connectivity from any Internet Service Provider (ISP) for transferring the data of LED, CCTV, Wi-Fi, Environmental Sensor, etc. to the data centre of NDMC.</p> <p>RFP clause remains unchanged.</p> |
| 43. | 3.7.3 (11) | | Lumens can be controlled remotely based on commands from control room. It will not change automatically based on changes in Human/traffic/Weather. | RFP clause remains unchanged. |

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| 44. | 3.7.3 (6) | | It appears to be typing mistake needs to be corrected to 'should be < 105 deg C' | In clause 3.7.3 Under technical specification LED street light to be provided by the concessionaire (220 W \pm 5%), in S. No. 6, "Should be >105 Degree C" be read as "Should be <105 Degree C" |
| 45. | 3.7.3 (18) | | LED driver current >350 mA <1100 mA | And in S.No.18, ">=350 mA= <1000 mA" be read as ">350 mA <1000 mA" |
| 46. | 3.7.3 (25) | | UV stabilized polycarbonate (PC) should be acceptable for all types of street lighting fixtures as per international practice. PC is much more suitable for street lighting application in comparison to toughened glass because of higher weight to strength ratio, better transitivity, vandal protection etc. | S.No. 25 under clause 3.7.3 of typical specification of LED Street lights to be provided by the concessionaire (220 W \pm 5%), will be read as "The Luminaire shall be equipped with distortion free, clear, heat resistant, toughened, UV stabilized glass cover/polycarbonate in the front fixed to the die cast. Aluminium frame which shall be fixed to the housing by means of stainless steel screw." |
| 47. | 3.7.3 (27) | | UV stabilized polycarbonate (PC) should be acceptable for all types of street lighting fixtures as per international practice. PC is much more suitable for street lighting application in comparison to toughened glass because of higher weight to strength ratio, better transitivity, vandal protection etc. | RFP clause remains unchanged. |

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| 48. | 3.7.1 (9) | | <p>Antenna cannot be inside the pole. It can be accommodated inside a camouflaged structure. Kindly clarify</p> <p>Telecom equipment needs space at the bottom of the pole. Ventilation of the underground cabinet would be a challenge.</p> | RFP clause remains unchanged. |
| 49. | 3.7.1 (17) | | RFP calls for the Smart pole material should have RF transparency with maximum .5 db of attenuation covering all RF bands , this is for pole material or Camouflage material covering the equipment Please Clarify | RFP clause remains unchanged. |
| 50. | 3.7.1 (19) | | Please clarify specification mentioned in Smart Street Light Pole- IP 67 degree of protection upto 1 mtr height from reference ground level for the pole | RFP clause remains unchanged. |
| 51. | 3.7.1 (21) | | <p>We suggest NDMC to consider the hosting of telecom equipments over the surface as the underground solution is not feasible in Indian scenario due to the below listed considerations:</p> <p>1) Keeping the Indian drainage conditions and heavy monsoon in view , the underground solution of</p> | RFP clause remains unchanged. |

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| | | | <p>hosting telecom equipments is difficult to install, operate and maintain.</p> <p>2) As the area being considered for deployment is highly congested, it would be difficult to operate and maintain the underground equipments . Hence over the surface solution is preferable.</p> <p>The concessionaire should be allowed to install the telecom equipment overground however aesthetically concealed</p> <p>While the installation of Pole with material as stainless steel is not feasible in India and globally also it has been deployed at a very selective locations, we request you to remove stainless steel and replace it with Galvanized Iron.</p> | |
| M/s Ericsson | | | | |
| 52. | 5.2.3 Eligibility Criteria | Lead member shall have more than 50% (fifty percent) of the consortium | <p>We request Requirement of Equity based consortium be diluted to non-equity based consortium. Equity Based Consortiums are not approved by most companies.</p> <p>We request NDMC to allow Non-equity based consortium to bid.</p> | <p>(1) In note (ii) to clause 5.2.3 and clause 8.12 (i) the word “equity” will be read as “holding.”</p> <p>(2) In note (ii) to clause 5.2.3 the word “technical capability” will be read as “technical capacity and network.”</p> <p>(3) S. No. 2 General requirement</p> |

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| | | | | under clause 5.2.3 Eligibility Criteria. Para (iv) has been added which will read as "Manufacturer of Smart Pole (having feature of smart LED lights, CCTV and telecom equipments etc.)". |
| 53. | 5.2.3 Eligibility Criteria: Experience of Firm | Smart Pole should have been deployed at at-least three locations in India or out-side India. | We request the experience of OEMs to be considered for PQ 6 : Experience of Firm | In S. No. 6 of table under clause 5.2.3 Eligibility Criteria: Experience of the Firm may be read as "Experience of the Firm/ OEM". Experience of OEM will only be considered if OEM authorized the bidder. |
| 54. | 21 (page 23) | The material of the smart street light pole to be installed under this RFP will be stainless steel of suitable grade. | Request to take out this clause, as this will increase the intial investment and will not bring in any performance benefit to NDMC. Galvanaizsed Iron is a very good quality material with glossy finish. The material of the smart street light pole to be installed under this RFP will be GI of suitable grade with glossy finish. | RFP clause remains unchanged. |
| 55. | 25 (page 30) | Aluminium frame which shall be fixed to the housing by means of stainless steel screw. | Request to take out stainless steel. Aluminium frame which shall be fixed to the housing by means of suitable screw. | S. No. 25 of table under typical specification of LED Street lights to be provided by the concessionaire (220 W \pm 5%) of clause 3.7.3 will be read as "The Luminaire shall be equipped with distortion free, clear, |

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| | | | | heat resistant, toughened, UV stabilized glass/PC cover in the front fixed to the die cast. Aluminium frame which shall be fixed to the housing by means of suitable screw with IP66 protection”. |

Annexure

Table 2: Operation and Maintenance Price Schedule for 12 years

| S.No. | Brief Item Description | 1 st | 2 nd | 3 rd | 4 th | 5 th | 6 th | 7 th | 8 th | 9 th | 10 th | 11 th | 12 th |
|-------|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|
| 1 | | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | |
| 4 | | | | | | | | | | | | | |
| | TOTAL O&M COST (Schedule 2) | | | | | | | | | | | | |

Table 3: Total Project Cost including operation and maintenance throughout concession period.

| Sl. No. | Schedule | Total (Rs. Lakh) |
|----------------|---|-------------------------|
| 1. | Total Project Cost(Capital Investment) (Schedule 1) | |
| 2. | Total O&M cost (Schedule 2) for twelve years | |
| | Total cost | |