

Queries and Clarifications

Hiring of service of Mobile Van for screening films on government schemes to create awareness among various stakeholders and disseminating information about Bihar Rural Livelihoods Promotion (BRLPS) initiatives towards livelihoods promotion in Rural Bihar.

Bid Reference No. BRLPS/PROJ-COM/2344/24 dated 26/09/2024.

Sl. No.	RFP Reference	Queries	Clarification
1.	Pre-Qualification – Sl. No.7 <i>Minimum 50 employee strength on company payroll with EPF benefit.</i>	We, Ottimo Visuals are duly registered with EPFO & ESI organization. Since we engage and hire manpower through HR agencies on basis of duration of project. This condition complies and maintained with HR Agencies & Kindly consider request to amend /modify this condition for minimum 50 employees. Please approve.	It is clarified that agency should submit a notarized declaration on their letter head of having minimum 50 employees on their payroll with ESI/EPF.
2.	Pre-Qualification – Sl. No.3 <i>The Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr</i>	To our understanding the project value is of 12.5 Cr and the turnover criteria is double the project value. Hence, we request you to revise the same and our preferred/recommended criteria would be around the project value.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
3.	Pre-Qualification – Sl. No.4 <i>Ownership proof of 50 vehicle on name of the agency /or 03 months old MOU from the date of publication of this bid for 50 mobile vans duly notarized and signed</i>	Removal of clause of van ownership/3 months old MOU – We are a CBC empaneled agency and have a wide range of experience in conducting similar campaigns in several states (both for state government/department and Government of India). Therefore, engaging vans and conducting campaigns as per scope provided has never been a challenge for us. We are also glad to inform you that our services are acknowledged and appreciated by our clients.	No Change. Same as per RFP.
4.	Pre-Qualification – Sl. No.3 <i>The Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr</i>	Turnover should be reduced from 1.5 crore to 3.0 crore.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
5.	Pre-Qualification – Sl. No.3 <i>The Minimum Average</i>	Turnover should be reduced.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is

	<i>Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr</i>		amended from Rs.25 crore to Rs. 15.0 crore.
6.	Pre-Qualification – Sl. No.3 <i>The Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr.</i>	Turnover should be reduced from 1.5 crore to 3.0 crore.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
7.	List of Deliverables – Point No. 2 <i>A vehicle having size of minimum 17.76 feet length and 6.88 feet wide like Tata 407 or vehicle of similar type/specification with a provision of P-6 LED screen of 12 ft. x 8 ft. or more and capable of screening government schemes and other audiovisual content provided by BRLPS/Client.</i>	The size of vehicle 407 is not feasible for rural areas. We request to change the vehicle to CANTER VAN considering the geographical condition of rural Bihar.	The vehicle should have provision of carrying P-6 LED screen of 12 ft. x 8 ft.
8.	List of Deliverables – Point No. 11 <i>Mobile Vans will have to screen AV content at minimum two (2) locations per day.</i>	What will be the time duration of screening for each vehicle	It is clarified that duration of screening will be around 02 Hours per screening.
9.	General	Can we quote rates like IPRD/CBC approved rates or can quote rate as per requirement.	It is clarified that bidders should quote rate as per the requirement of Scope of Work.
10.	Technical Evaluation Criteria Geographical presence	Provision for only one state should also be included.	No Change. Same as per RFP.
11.		Is it open tender or Limited Tender (only for IPRD/CBC) Empaneled?	It is clarified that it is an Open Tender.
12.	Pre-qualification Criteria	As per RFP, Campaign will run in only 38 District at a time or please clarify how much van will required at a time?	The campaign will run in 38 districts simultaneously and we require approximately 500-600 mobile vans at a time.
13.	Pre-qualification criteria <i>Ownership of 50 Vehicles/ MOU?</i>	Please consider 10-15 Vehicles MOU or Ownership so that many prospective bidders can participate	No Change. Same as per RFP.
14.	Pre-qualification Criteria <i>EPF</i>	As it is purely Campaign base business, so please allow EPF of 10	No Change. Same as per RFP. However, it is clarified that agency

		Employee	should submit a notarized declaration on their letter head of having minimum 50 employees on their payroll with ESI/EPF.
15.	General	Please clarify Type of Vans:- Hydraulic Van, Box Van, Stage Van?	It is clarified that the type of VAN will be Box Van Type.
16.	General	If geo tag monitoring will be done by the department, then website with vehicle GPS tagging cost and website development of geo tag photo as well as Vehicle GPS WILL be borne by whom?	It is clarified that the cost will be borne by the agency.
17.	General <i>Type of Vehicle</i>	Please consider small pickup van for IEC Activity so that rural population can also be benefitted.	The vehicle should have provision of carrying P-6 LED screen of 12 ft. x 8 ft.
18.	Technical Presentation	The date and time of technical presentation should be clarified.	It is clarified that the date and time will be communicated to the agencies through email who have submitted their proposal.
19.	<i>Performance Security is 5% of the contract value.</i>	Since, empanelment is being made, when the contract value will be communicated to successful bidders.	It will be communicated to the successful bidder/s.
20.	Part II – Essential Details of Services Required – <i>Creative Brief</i>	Who will create the Creative Brief?	It is clarified that BRLPS will provide the content and successful bidder will have to prepare the creatives and after approval from BRLPS, creatives will be used for branding.
21.	Point No.13 - List of Deliverables <i>BRLPS may require additional locations (screening) as per the mutual consent of the parties (BLRPS & Service Provider).</i>	Please clarify the additional locations (screening).	Additional Locations will be within the Bihar and will be shared with the successful bidder/s during the period of assignment.
22.	EMD	Can we submit EMD through Bank Guarantee?	It is clarified that EMD is to be submitted through E-payment using portal available on E-Proc. portal.
23.	Scope of Work	Are all the AV creative required in MP4 formats?	It is clarified that all the AV creative are required in MP4 format.
24.	Point No. (e) – Other essential deliverables <i>In case of increase in the campaign duration beyond 15 days, agency will have to provide fresh print of the publicity/branding material i.e. canvas print etc. after each 15 days of activity.</i>	As it cannot be done in rural areas, so that time duration from 15 days should be increased to 30 days. It is also requested that if there is no damage to printed publicity/branding material, can we continue the same.	It is clarified that agency will have to provide fresh print of the publicity/branding material i.e. canvas print etc. after each 15 days of activity.
25.	General	Preparation time for preparing the vehicle after order should be mentioned.	It is clarified that the time for preparation of vehicles will be 20 Days after issuance of Letter of Acceptance.
26.	Point No.10 – List of	It is requested to clarify the	It is clarified that Map my India is

	<p>Deliverables and Scope of Work</p> <p><i>Facility for GPS Tracking by BRLPS/ client with complete access to the monitoring system/logs.</i></p>	<p>type/make of GPS with format should be mentioned.</p>	<p>required.</p>
27.	<p>Sl. No. 7 – Pre-qualification criteria <i>Minimum 50 employee strength on company payroll with EPF benefit. [EPF challan /supporting document should be submitted].</i></p>	<p>It is requested to clarify that for how many months the EPF challan /supporting document should be submitted.</p>	<p>It is clarified that EPF/ESI challan /supporting document of last two months from the date of bid should be submitted.</p>
28.	<p>Point No. (b) – Other essential deliverables <i>Provision of standees and selfie-point related to the theme of the van by the agency.</i></p>	<p>No. of small kiosk/canopy per vehicle is not mentioned.</p>	<p>It is clarified that there will be one kiosk/canopy in each vehicle.</p>
29.	<p>Point No. (c) – Other essential deliverables <i>Agency will have to make provision of a small kiosk/canopy wherein publicity material can be kept.</i></p>	<p>No. of Standees and selfie stand per vehicle is not mentioned.</p>	<p>It is clarified that there will be Four Standees and One selfie stands per vehicle.</p>
30.	<p>Point No.6 (Documents to be attached) in Annexure-I <i>The Number of vehicles mentioned is 10.</i></p>	<p>It should be corrected to “Number of vehicles should be 50.</p>	<p>It is clarified that the Number of vehicles as mentioned in Annexure-1 of the RFP would be 50.</p>
31.	<p>Pre-Qualification Criteria Minimum Average Annual Turnover</p>	<p>The current requirement for a minimum average annual turnover of Rs. 25 Crores for the last three financial years (2021-22, 2022-23, 2023-24) might exclude several capable vendors who have a proven track record of delivering high-quality services but do not meet this threshold. We kindly request that this criterion be revised to make the turnover requirement more inclusive for smaller but efficient and competent organizations.</p>	<p>It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.</p>
32.	<p>Pre-Qualification Criteria Ownership of 50 Vehicles or MOU for Mobile Vans</p>	<p>The requirement for proof of ownership of 50 vehicles or a notarized MOU (dated three months prior to the publication of the bid) for 50 mobile vans may pose a challenge for many vendors, particularly those who operate on a</p>	<p>No Change. Same as per RFP.</p>

		flexible model of leasing or collaborating with transport providers as needed. We suggest revising this requirement to focus more on the vendor's ability to ensure timely and efficient deployment of the required number of vehicles, rather than a rigid ownership or MOU condition.	
33.	Pre-Qualification Criteria Minimum Employee Strength	The condition that mandates a minimum employee strength of 50 personnel on the company payroll with EPF benefits could exclude smaller but highly skilled vendors who rely on contractual or project-based staffing models. We recommend considering vendors who can demonstrate the capability to scale their workforce as per project requirements, even if they do not have 50 employees on permanent payroll.	It is clarified that agency should submit a notarized declaration on their letter head of having minimum 50 employees on their payroll with ESI/EPF.
34.	Point No.2 – Pre-qualification Criteria <i>Only agencies empanelled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>	Empanelled agencies with CBC/IPRD of any state of India can apply?	No Change. Same as per RFP. It is clarified that <i>only agencies empaneled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>
35.	Technical Evaluation Criteria <i>Ability to mount campaigns of more than Rs.50 lakh.</i>	1-5 campaigns in the last 10 years = 05 marks More than 5 campaigns in the last 10 years = 10 marks	It is clarified that in technical evaluation (Ability to mount campaigns of more than Rs.50 lakh.), the division of marks will be as follows: 5-7 campaigns in last 7 years: 05 marks 8 or more campaigns in the last 7 years: 10 marks
36.	Technical Evaluation Criteria Work done for Govt / PSUs/Local Bodies	5 or more central govt./state govt./PSU's/local bodies work orders 01 mark for each work order subject to a maximum of 10 marks.	No Change. Same as per RFP.
37.	Point No.2 – Pre-qualification Criteria <i>Only agencies empanelled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>	We suggest amending this to allow any firm with relevant experience to apply, thereby encouraging broader participation.	No Change. Same as per RFP. It is clarified that <i>only agencies empaneled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>
38.	Pre-Qualification – Sl. No.3 <i>The Minimum Average</i>	We request to decrease turnover required of 10 crore to allow smaller firms to participate	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is

	<i>Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr</i>		amended from Rs.25 crore to Rs. 15.0 crore.
39.	Point No.4 – pre-qualification criteria <i>Ownership proof of 50 vehicle on name of the agency /or 03 months old MOU from the date of publication of this bid for 50 mobile vans duly notarized and signed.</i>	We request you to kindly amend as follows: Proof for 15 mobile vans either through ownership or a notarized agreement.	No Change. Same as per RFP.
40.	Pre-Qualification Criteria Minimum Employee Strength	We request to decrease the number of employee on payroll with EPF benefit should be decreased from 50 to 15.	No Change. Same as per RFP. It is clarified that agency should submit a notarized declaration on their letter head of having minimum 50 employees on their payroll with ESI/EPF.
41.	Point No.2 – Pre-qualification Criteria <i>Only agencies empanelled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>	We suggest amending this to allow any firm with relevant experience without any empanelment with CBC/IPRD to apply, thereby encouraging broader participation.	No Change. Same as per RFP. It is clarified that <i>only agencies empaneled for operating mobile vans category with CBC/IPRD of any State of India can apply.</i>
42.	Pre-Qualification – Sl. No.3 <i>The Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is Rs.25 Cr</i>	We request to reduce the turnover requirement for allowing a broader range of bidders.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
43.	Point No.4 – pre-qualification criteria <i>Ownership proof of 50 vehicle on name of the agency /or 03 months old MOU from the date of publication of this bid for 50 mobile vans duly notarized and signed.</i>	We recommend allowing bidders to present a combination of ownership and leasing agreements ensuring a more conclusive bidding process.	No Change. Same as per RFP.
44.	Pre-Qualification Criteria Minimum Employee Strength	We propose considering alternatives, such as allowing subcontracting or collaboration with other firms to meet the requirement.	No Change. Same as per RFP.
45.	Pre-qualification criteria Turnover Requirement	We request to decrease the Turnover to Rs. 15 crores.	It is clarified that for wider participation, the Minimum Average

			Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
46.	Pre-qualification criteria Turnover requirement	We requested to decrease turnover for Micro and Small Bidders so that they can also be eligible for upcoming Tender.	It is clarified that for wider participation, the Minimum Average Annual Turnover in last 3 Financial year (2021-22, 2022-23, 2023-24) is amended from Rs.25 crore to Rs. 15.0 crore.
47.	General	As per Public Procurement Policy for MSMEs Order 2012, it has been notified under section 11 MSMED Act, 2006, please give preferences to MSE Bidder.	It is clarified that purchase preference policy of Government of Bihar will be applicable.
48.	Point No.4 – pre-qualification criteria <i>Ownership proof of 50 vehicle on name of the agency /or 03 months old MOU from the date of publication of this bid for 50 mobile vans duly notarized and signed.</i>	At Point No. 4, the number of 50 vehicles proof is to be submitted whereas in Point No. 6 of page 22 (Annexure), the number of vehicles is 10. Kindly confirm whether the organization wants 50 vehicles or 10 vehicles.	It is clarified that the Number of vehicles as mentioned in Annexure-1 of the RFP would be 50.
49.	Sl. No.5 of Pre-qualification <i>At least 3 work orders worth of Rs.50 lakhs each during the preceding 5 financial years from central govt./state govt./PSU's/local bodies for similar kind of mobile van campaign.</i>	Considering the scale of such campaigns, we request that the department extend the timeframe to 10 years. The COVID-19 pandemic resulted in limited mobile van work due to restrictions on gatherings, impacting campaigns during those years. In addition, the technical evaluation asks for 10 work orders in the last 5 years.	It is clarified that agency should have at least 3 work orders worth of Rs.50 lakhs each during the preceding 7 financial years from central govt./state govt./PSU's/local bodies for similar kind of mobile van campaign. Similarly, in technical evaluation (<i>Ability to mount campaigns of more than Rs.50 lakh.</i>), the division of marks would be as follows: 5-7 campaigns in last 7 years: 05 marks 8 or more campaigns in the last 7 years: 10 marks