

**Sub e-Tender for collection of Toll and Parking charges for the use of Port owned roads in Willingdon Island for a period of 36 months during 2020-2023'.**

Secretary (Chairman of the Committee), FA & CAO (member Finance), Chief Mechanical Engineer and Sr.Deputy Secretary as Members met for Pre-bid meeting held on 18-06-2020 at 2.30 PM in the Conference Hall of New Administrative Building in presence of the tenderers viz.M/s.Anantham online Pvt.Ltd, Trivandrum and KHL, Kochi and the queries raised and clarification for the same are as follows:-

**A. M/s.Anantham Online, Trivandrum.**

Sl.No.	Queries raised by Bidders	Clarification by CoPT
1.	All the directors of our company have Class-II digital signature. So with reference to section 1.5 and 1.8 on page 3 and 4 respectively of the RFP, does the duly authorized person (one of the directors) representing our private limited company, qualify as the intending bidder with Class-II digital signature?	Yes, the duly authorized person (one of the directors) representing private limited company, qualify as the intending bidder with Class-II digital signature, subject to production of evidence of authorization/Power of Attorney by the remaining directors as per Article of Association of the Company or a resolution of a Board of Company authorizing a person representing the Private Limited Company. In case of proprietorship concern, a declaration of the same along with poof is required. In case of partnership firm all partners shall together authorize one partner.
2.	Section 3, Page 5 - Preparation and Submission of Bid: Please advise a way forward in case the size of a file when scanned exceeds the size limit (5 MB) mentioned. (e.g. signing and uploading of the tender documents including price bid).	The file can be compressed and uploaded
3.	Section 5 and 7, Page 5 - Preparation and submission of Bid: It is asked to sign each and every page of the RFP as a token of acceptance of all the conditions mentioned. Does this include all the annexure to be signed and scanned as well which, as relevant and applicable, are already prepared to be submitted along with the price bid (not filled) ?	Yes, all tender documents including annexure should be sealed and signed and uploaded in the portal. This is in turn to ensure that before quoting of the bid, the tenderer had read and understood all the conditions mentioned in the tender document.
4.	It is mentioned that current average monthly income (excluding all monthly passes issued by Port Trust) is Rs.9,32,704. It means that the yearly revenue for the bidder would be around Rs.11,192,448/- and overall revenue for 3 years would be Rs. 33,577,344. Since the reserve price for the bid for 3 years is Rs. 33,577,350/- (i.e. just Rs.6 above existing parking and toll collection	The operational cost & earnings has taken care of.

	revenue), how has port trust computed the viability of the bidder to bid for this tender, considering their operational costs and earnings?	
5.	Further to the question above, if more people choose to buy monthly passes when a proper collection mechanism is implemented by the bidder who win this tender, wont this cause further revenue loss in terms of daily collection ?	Tender Condition prevails.
6.	Is it possible for port trust to limit the volume of issuance of monthly passes / month and allow bidder to issue monthly passes over that limit? (e.g. if the average monthly pass issuance for the last 3 years is 100, bidder will issue monthly passes above this for every month)	Tender Condition prevails.
7.	Being a startup with DIPP registration (please find the attachment) and technically qualified to provide parking & toll solutions including automatic boom barrier and ANPR (automatic number plate reading) integration, is it possible to get an exemption on prior experience and turnover criteria honoring Govt. of India Policy Circular No. 1(2)(1)/2016-MA, referring to Relaxation of Norms for Startups and Micro & Small Enterprises in Public Procurement on Prior Experience - Prior Turnover criteria.	Tender Condition prevails.
8.	Minimum qualification criteria - Tenderers without GST/ESIC/EPF Registration at the time of submission of tender will not be considered. Being a start up with fewer employments we have not crossed the criteria to get registered for ESIC and EPF. So is it allowed to submit these registrations later once the project is awarded? Please refer EPF and ESI websites for details.	The tender condition prevails. However, if the tender is not registered with ESI and EPF they shall get registered with the above authorities within one month from the date of award of LOA.
<b>B</b>	<b>M/s. KHL, A Class Contractor, Kochi : 682 002.</b>	
	In future more users prefer monthly pass, the situation will generate loss to the contractor. Therefore to compensate the loss, it was requested by the contractor to allow them to collect the monthly pass?	Tender Condition prevails

This document forms part of tender document.

Secretary  
Cochin Port Trust

29/6/20