



BHARAT HEAVY ELECTRICALS LIMITED

भारत हेवी इलेक्ट्रिकल्स लिमिटेड

CORPORATE INFORMATION TECHNOLOGY  
NOIDA

**CLARIFICATIONS - RFP**

Ref. No.: AA:CIT:P31:VC  
Date: 20<sup>th</sup> September 2010

M/s \_\_\_\_\_  
\_\_\_\_\_

Dear Sirs,

**Subject: Video Conferencing Solution – Lease Basis**

Sealed quotations were invited for supply, installation and maintenance of Video Conferencing Equipments on 5 year Lease Basis as per RFP ref. no. AA:CIT:P31:VC dated 4th September 2010 (NIT\_8844) published on BHEL Corporate Website (www.bhel.com).

In this regard, certain modifications / clarifications with respect to RFP are issued as enclosed at **Annexure-Clarifications**. Bidders are requested to submit their proposals in line with these clarifications / modifications. All other terms and conditions, specifications etc. will be as per original RFP.

Please note that there is **NO change** in the offer submission and opening dates. BHEL takes no responsibility for delay, loss or non-receipt of tender documents sent by post and also reserves the right to accept or reject any or part of the tender without assigning any reason thereof.

Tender should be sent to the office of:

Sr.DGM (IT-Purchase)  
Bharat Heavy Electricals Limited,  
CIT Hall, 2nd Floor, HRD & ESI Complex,  
Plot No. 25, Sector – 16A, NOIDA (UP) 201301

With regards  
For **Bharat Heavy Electricals Ltd.**

*Ashwini*  
*20/9/2010*

(Ashwini Kumar)  
Sr.DGM (IT Purchase)  
Tel No.: (0120) 2510505  
Email : ashwini@bhel.in

**Clarifications with respect to tender enquiry ref. no. AA:CIT:P31:VC, dated 4<sup>th</sup> September 2010 (NIT No. 8844)**

S.No.	Page No. of RFP	Section No. / Clause No.	Section Name / Item Name	Modified Clause / Content
1	8	8.5	Part-I: EMD & Techno-Commercial Bid	It is hereby clarified that the tender fee is <b>₹10,000/- (Rupees Ten Thousand only)</b> .
2	8	8.5	Part-II : Price Bid	<p>The original clause is modified as below:</p> <p><b><i>“Price bid containing PRICES only is to be submitted (in the Price Schedule format enclosed as Annexure-VII only). Prices shall be quoted in Indian Rupees only. Bidder shall give details of Direct Applicable Taxes (between Bidder &amp; BHEL as asked in the Price Bid Format) clearly. Any changes in these Direct Applicable Tax rates during the complete lease period will only be payable as per actuals, subject to submission of documentary evidence. Any other taxes, duties, levies and charges assessed on the bidder by local, national or any statutory authorities will not be payable by BHEL.”</i></b></p> <p>Price Bid should not contain any technical details and/or Commercial Terms &amp; Conditions as the same are supposed to be contained in PART-I only, so that the same can be evaluated before opening of Price Bid(s).</p>
3	22	9.15	Warranty & Support	It is hereby clarified that all products shall be covered by OEM warranty for the complete lease period of 5 years. All the bidders shall submit a certificate from OEM in this regard. BHEL may ask for documentary proof in this regard at the time of placement of order and/ or any time during the lease period.

## Annexure - Clarifications

S.No.	Page No. of RFP	Section No. / Clause No.	Section Name / Item Name	Modified Clause / Content
4	32-33	10.4	Basic Design Requirements for VC System for Corporate Office:	<p>It is hereby clarified that in the Corporate Office, there shall be two VC Rooms ( One Board Room with Video Wall and 2<sup>nd</sup> Conference Room with dual display units)</p> <p>The board room shall have a 4x3 size Video Wall and <b>TWO numbers</b> of high definition 720 p or higher video endpoints installed in this room.</p> <p>The specifications of the 2<sup>nd</sup> endpoint with ISDN facility (<b>at S. No. 1(a) of Annexure-VII</b>) required for Board Room at Corporate Office shall be identical to the one required at Manufacturing Units &amp; Power Sector Regional Headquarters.</p> <p>The other Conference Room shall have OEM integrated 50" dual LCD display units with <b>ONE</b> number of HD codec &amp; camera.</p>
5	29	10.2	Standby MCU	<p>It is hereby clarified that the standby MCU should be able to connect min 20 sites @ 720p &amp; 10 sites @1080p. Hence, <b>the S. No. 2 under Standby MCU specification on Page No. 29 of RFP should be read as:</b></p> <p><i><b>"The MCU should be able to connect min. 20 sites concurrently, excluding connectivity for recording, media streaming and cascading, each at 4Mbps with HD 720p resolution @30 frames per second on IP in Continuous Presence and Voice Activated mode."</b></i></p>

## Annexure - Clarifications

S.No.	Page No. of RFP	Section No. / Clause No.	Section Name / Item Name	Modified Clause / Content
6	45-48	10.8	Basic Design Requirements for VC System for Project Sites	<p>The display size required at <b>project sites is 42" or higher.</b></p> <p>In Page No. 46 of RFP under Clause No. 10.8 (Basic Design Requirements for VC System for Project Sites), the last para should be read as:</p> <p><b><i>"The systems proposed for the above requirement shall be of the highest quality, robustness and reliability. There shall be one 42" or higher LCD display unit and full high definition VC endpoint at each of these sites. The VC Endpoint &amp; display unit shall be an integrated system. The installation work &amp; workmanship must be as per the best international standards. The sitting capacity of the rooms will be typically between 5 to 10 persons."</i></b></p> <p>Also on Page No. 48 of RFP, the Display Unit clause should be read as:</p> <p><b><i>"One Unit of 42" or higher LCD display Unit shall be supplied and installed in the Conference Rooms at all sites. The minimum technical specifications for the display unit shall be identical to the requirements for display unit for Corporate Office Conference Room."</i></b></p>
7	46	10.8	Basic Design Requirements for VC System for Project Sites	<p>At project sites and smaller manufacturing units, the VC system can be OEM / SI integrated meeting all the technical specifications and requirements. Hence, the S. No. 1 (General Design) on page 46 of RFP under VC Endpoint should be read as:</p> <p><b><i>"Should be High Definition end point compatible with the offered MCU. The offered system should be an OEM/SI integrated system consisting of HD codec, HD camera and HD LCD display unit. "</i></b></p>

## Annexure - Clarifications

S.No.	Page No. of RFP	Section No. / Clause No.	Section Name / Item Name	Modified Clause / Content
8	38	10.4	Common Minimum Specifications for Display Unit	<p>The following are the changes made in the specs:</p> <p><b>Contrast Ratio:</b> 2000:1 or above.  <b>Brightness:</b> 700cd/m2 or above  <b>Speakers:</b> 2x10W or higher  <b>Connectivity/Interfaces:</b> Min. 1 HDMI, 1DVI, 1RGB, 1 AV in, Component (Y, Pb, Pr) &amp; Audio Composite Video</p>
9	55-56	10.13	Common Minimum Specification for Camera (Outdoor IP Camera)	<p>The following are the changes in the specs:</p> <p><b>Frame Rate:</b> Should support 25fps (PAL) / 30fps (NTSC) at D1 resolution (MJPEG &amp; H.264).</p> <p><b>Protocols:</b> SOCKS -- deleted  uPnP or equivalent to be provided.</p> <p><b>Horizontal resolution:</b> Should support min 520 TV lines</p>

## Annexure - Clarifications

S.No.	Page No. of RFP	Section No. / Clause No.	Section Name / Item Name	Modified Clause / Content
10	57	10.13	Additional Requirements	<p>The requirement of Outdoor IP Camera &amp; RF systems is at <b>10 sites</b> instead of originally <b>4 sites</b>.</p> <p>At each of the <b>10 sites</b>, <b>TWO</b> cameras with <b>TWO</b> point-to-point and <b>ONE</b> Multipoint RF transmitters shall be provided along with all necessary accessories, etc.</p> <p>Accordingly, in Annexure-VII (Price Bid), at S.No. 14 (Outdoor IP Camera with Wireless Accessories), the quantity will be <b>10 sets</b>. Wherein, one set consists of <b>TWO</b> cameras with <b>TWO</b> point-to-point and <b>ONE</b> Multipoint RF transmitters.</p>
11	34	10.4	Common minimum specification of Video Wall	<p>The following are the changes in the specs:</p> <p>Input/output: Minimum 1 HDMI, 2 DVI/VGA, 2 LAN Port, 1 Composite Video, 1 IP input card with 4 channels for decoding H.264/mpeg4 video streams, etc.</p>
12	55	10.13	Additional Requirements	<p>Video from IP camera has to be shown on Video Wall as well as LCD display units at Corporate Office, Manufacturing Units, Regional Headquarters &amp; Project Site.</p>

**The following clause is added in Section 8 (General Terms & Conditions) at S. No. 8.30 of RFP:**

### **8.30 Merger & Acquisition:**

In case of merger / acquisition of the bidder / OEM during the contract period, all commitments and liabilities with respect to this contract will pass on to the acquiring entity.