

GOVERNMENT OF MANIPUR
DEPARTMENT OF INFORMATION TECHNOLOGY
4th Floor, West Block, New Secretariat, Imphal – 795001

NOTIFICATION

Imphal, the 18th April, 2023

No. PRC/2/2023-DITC-DIT: The Department of Information Technology, Government of Manipur invites bids from reputed Firms/Agencies/Companies for Supply, Installation and Commissioning of 60 Nos of Agricultural Spraying Drones (16 Litres), AMC for 3 years and training of Drone Pilots in Manipur as per details at **Annexure-I**. The details may be seen from <https://manipur.gov.in> and <https://manipurtenders.gov.in>.

2. The proposals may be submitted through the e-Tender Portal i.e. <https://manipurtenders.gov.in> as per the below mentioned timelines:

a.	Date of Tender Publication	18.04.2023
b.	Last date & time for submission of queries and clarifications	28.04.2023
c.	Last date of submission of bid	10.05.2023, Time: 5:00 PM
d.	Date of opening of Technical Bid	11.05.2023, Time: 1:00 PM
e.	Date of Presentation/Demonstration	12.05.2023, Time: 11:00 AM
f.	Date of opening of Financial Bid	To be notified later

3. For further queries/comments, Shri K. Vivek Meitei, Informatics Officer (IT) may be contacted at email konsam.vivek@gov.in.



(Nambam Deben)
Director (IT)

Copy to:

1. Secretary to Hon'ble Chief Minister (I/c IT), Manipur.
 2. S.O to Chief Secretary (IT), Government of Manipur.
 3. Special Secretary (IT), Government of Manipur.
 4. The Website Manager, DIT Manipur.
- **To upload the notification on <https://ditmanipur.gov.in>
<https://manipur.gov.in> and <https://manipurtenders.gov.in>**

Annexure-I

1. OVERVIEW

Unmanned Aircraft Systems (UAS) also commonly known as Drones are gaining popularity as they break down the rigid traditional barriers in industries that previously were impenetrable and expensive. Unmanned Aircraft Systems (UAS) or Drone is a revolutionary technology that offers multi-dimensional benefits to almost all sectors of the economy like Agriculture, Horticulture, Medical Supplies, Land & Forest area Surveillance, Disaster and Emergency Response, Transportation, Geo-Spatial Mapping, Law enforcement etc.

Department of Information Technology, Government of Manipur proposes to Procure 60 Nos of Agricultural Spraying Drones (16 Litres) for use by the Government.

Bids are therefore invited from reputed Firms/Agencies/Companies for Supply, Installation and Commissioning of 60 Nos of Agricultural Spraying Drones (16 Litres) and training of Drone Pilots.

2. SCOPE OF WORK

- I. Scope of the selected bidder would be to Supply, Assemble, Test and Commission of equipment as per the BOM;
- II. The Selected bidder should provide training to the Drone Pilots nominated by the Government.
- III. AMC for 3 years after expiry of 1 year standard warranty.

3. BIDDER QUALIFICATION CRITERIA

- i. The Bidder should be a company registered under the - Companies Act, 1956 since last 10 years as on date of issue of the Bid.
- ii. Average annual Turnover of the Bidder shall not be less than Rs. 3.00 Crore during the last three financial years i.e. FY 19-20, FY 20-21, FY 21-22.
- iii. The Bidder shall not be under a Declaration of Ineligibility for corrupt or fraudulent practices or blacklisted with any of the Government agencies.
- iv. The Bidder should have received work order for Supply & Maintenance of Drones / Drone related activities from Central/State Government/PSUs.
- v. The Bidder must be ISO 9001, ISO 14001 certified or higher.
- vi. The bidder must have office in Imphal or should be ready to setup office in Imphal.
- vii. The bidder must have a valid GST registration Certificate.
- viii. The Bidder should be in possession of OEM Authorization authorizing the Bidder to bid for this particular Tender.
- ix. The Bidder should be authorised to train and issue licenses to Trainees for operation of drones. In case the Bidder is not authorised to issue licenses, it should have entered into an agreement with another authorised training partner for issue of licenses to trainees for operation of drones.

- x. The Bidder or its Training partner should have received a Work Order for training Drone Pilots from a Central/State Government or a PSU.
- xi. The bidder should never have been blacklisted/barred/disqualified by regulator/statutory body or any PSU.

4. **TERMS & CONDITIONS**

- i. The bidder shall ensure that the UAVs/Drones to be delivered/supplied conforms to a type certificate as notified by the Ministry of Civil Aviation, Government of India under "The Drone Rules, 2021". In case Type Certificate is not available, bidder to submit proof of application for Type Certificate along with an undertaking that the Type Certificate will be submitted shortly.
- ii. The bidder shall ensure that the UAVs/Drones to be delivered/supplied are strictly in compliance of DGCA guidelines and "The Drone Rules, 2021" notified by the Ministry of Civil Aviation, Government of India.
- iii. The bidder will ensure that the items are delivered/supplied/commissioned and complete training of drone pilots nominated by the Government within 60 days of award of Supply Order.
- iv. Consortium shall be considered in respect of training of Drone Pilots between the Bidder and a Training Partner (2 Agencies only). Consortium for other Criteria shall not be considered.
- v. The bidder will bear the responsibility for safe transportation of the items and installation of the same in the office of DIT Manipur or any other location in Manipur identified by the Government of Manipur.
- vi. DIT Manipur reserves the right to reject any quotation completely or partially without assigning any reason.
- vii. DIT Manipur also reserves the right to cancel the contract before installation, if the items of the bidder are found not satisfactory.
- viii. Quotation should be valid till 180 days from the due date.
- ix. Quotations shall be liable to be rejected if there is/are any deviation(s) from the Specifications.
- x. Any deviations whether technical or commercial stated anywhere in the Quotation shall not be considered and may render the bid non-responsive and liable to be rejected.
- xi. The Government of Manipur shall be the custodian of the equipment.
- xii. The bid should be inclusive of AMC cost for 3 years to be effective after expiry of 1 year standard warranty.
- xiii. The concerned OEMs will provide a declaration that 1-year Standard Warranty will be provided for all equipment which will include replacement of defective or non-functional equipment at no cost to the State Government. The OEMs will also provide a declaration that AMC will be provided for a period of 3 years after expiry of 1-year Standard Warranty (i.e. 2nd, 3rd and 4th Year) which will also include replacement of defective or non-functional equipment and reimbursement as per actual. The OEM will also provide a declaration that the equipment supplied will not reach end of life for at least a period of 5 (five) years from the date of installation and commissioning.
- xiv. Bidders will demonstrate the Drones as per technical specification at Annexure II. In case a Bidder is unable to satisfactorily demonstrate as per the Technical Specifications at Annexure II, its financial bid will not be considered.
- xv. The Financial Bid should be submitted in three parts as mentioned in Annexure III – A) Drone Cost for 60 numbers of 16 L Agricultural Spraying Drones (As per Technical Specifications at Annexure - II) B) Training Cost and issue of License for 60 Drone Pilots/Trainees. C) Annual Maintenance Cost (AMC) for 3 years after expiry of 1 year Standard Warranty.

- xvi. All prices quoted must be inclusive of applicable GST.
- xvii. Any Legal Dispute shall be settled only in Imphal.
- xviii. The selected Bidder will facilitate the Government in registering the UAVs/Drones on Digital Sky Platform and obtaining of unique Identification Number (UIN).
- xix. The selected Bidder will facilitate the Government in obtaining third party insurance of the UAVs/Drones procured.
- xx. The bidding process is stipulated in the tender document clearly. In case of any clarifications about bidding process/eligibility criteria the bidders may seek clarification by contacting DIT Manipur or sending an email to konsam.vivek@gov.in as per the tender notice.

xxi. **Payment Terms:**

Sl. No.	Category	Payment Milestone	Timeline
1	Delivery of Drones and successful testing & commissioning	20% against delivery of 20 No. of Drones	T + 20
		20% against delivery of 20 No. of Drones	T + 30
		20% against delivery of 20 No. of Drones	T + 45
		10% of Bid Amount to be released against installation & commissioning of the equipment and successful Test.	T + 60
2	Training of Drone Pilots	15% against completion of training and issue of license for 60 drone pilots.	T + 60
3	Annual Maintenance Cost	• 5% for 1st Year • 5% for 2nd Year • 5% for 3rd Year	-

xxii. **Implementation Schedule:**

- a) Delivery & Installation of 60 Nos of Agricultural Drones and completion of training (60 Drone Pilots) – 2 months from the date of issue of Supply Order.
 - b) Late Delivery (LD) will be charged @0.5% of the Supply Order Value per week to a maximum of 5% of the total value of the Supply Order.
- xxiii. The Selected bidder shall be given a notice period of 1 month in case of delay in implementing the requirements as per the agreed schedule. If the Selected bidder fails to complete the installation after the notice, Government has the right to blacklist the selected bidder and withhold any pending payments to the selected bidder.
 - xxiv. The product being supplied must be warrantied for 1 Year from the date of commissioning. The product being supplied should not have been declared EOL/EOS (an under taking in this regard must be submitted by OEM on their Letter Head duly stamped and signed).
 - xxv. Compliance of Annexure II – Technical Specifications. All clauses are mandatory.

5. **EMD & PBG:**

- a) Rs. 1,00,000/- (Rupees One Lakh only) in the form of DD/BG from Nationalized /Scheduled bank in favour of 'Director (IT), Government of Manipur payable at Imphal

only is to be submitted. The bid security of the unsuccessful bidder will be discharged/ returned as promptly as possible or within 30 days of finalization of the tender.

- b) The successful bidder will deposit Bank Guarantee of 3% of project implementation cost as performance security valid till Standard Warranty period of 1 year and will be forfeited in case of failure to execute the Project. The Bank Guarantee is to be submitted within 15 days from the date of issue of Supply Order.

6. **TENDER FEE**

The bidder should furnish Tender Fee of Rs. 10,000/- (Rupees Ten Thousand only) along with the bid. Tender fee should be submitted in the form of Bank Draft/Banker's Cheque of any Scheduled Bank drawn in favour of "Director (IT), Government of Manipur" payable at Imphal only.

7. **SELECTION PROCESS**

- i. The Applicants that qualify criteria at Para 3 shall submit the Technical Proposal & Financial Proposal online on <https://manipurtenders.gov.in> . Bidders have to submit Technical Proposal & Financial Proposal separately.
- ii. The evaluation will be based on Quality and Cost-Based System (QCBS). The weightage of; Technical and Financial Proposals will be in the ratio of (70:30) respectively.
- iii. The Technical Bids will be opened first. After scrutiny and satisfactory technical bidding specifications, Financial Bids of qualified bidders will be opened.
- iv. The bid price will include all taxes and levies and shall be in Indian Rupees unless mentioned separately.
- v. Any conditional bid would be rejected.
- vi. The Financial Bids of technically qualified bidders (i.e. bidders who score 60 or more in the Technical Evaluation) will be opened on the prescribed date in the presence of bidder representatives.
- vii. In the event that there are 2 or more bidders having the same value in the financial bid, the bidder securing the highest Technical score will be adjudicated as the "Best responsive bid" for award of the Project.
- viii. DIT Manipur reserves the right to accept or reject any proposal, and to annul the tendering process / Public procurement process and reject all proposals at any time prior to award of contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders.

8. **EVALUATION**

a. **Technical Evaluation**

Sl. No.	Evaluation Criteria	Required Documents
1	Average Financial Turnover of the company in last three financial years (FY-2019-20, FY-2020-21, FY-2021-22) ➤ =>3 Crore <=4 Crore : 5 marks ➤ >4 Crore and above : 10 marks	Audited balance sheet & CA signed Certificate

2	The Bidder or its Training partner should have received Work Order from a Central/State Government or a PSU for training of Drone Pilots: ➤ Upto 100 Drone Pilots : 10 marks ➤ $\geq 100 < 150$ Drone Pilots : 20 marks ➤ ≥ 150 Drone Pilots : 30 marks	Work Order or Completion Certificate.
3	The Bidder should have received work order for Supply & Maintenance of Drones/Drone related activities from State/Central Government/PSUs. ➤ $\geq 5 \leq 7$: 10 MARKS ➤ $> 7 \leq 10$: 20 marks ➤ > 10 : 30 marks	Work Order or Completion Certificate.
4	Demonstration and presentation – 30 marks i. Profile of the company and training partner. ii. Approach and methodology of Supply and Commissioning of the Drones. iii. Response of the Company to the requirements of the Government. iv. Security, safety, compliance of DGCA guidelines and understanding of the Drone Rules, 2021. v. Demonstration of the Drones.	

b. Financial Evaluation

Bidders scoring at least 60% marks in the Normalized Technical Evaluation shall be eligible for opening of Financial Proposal.

Bid Evaluation will be done as follows:

Stage 1: Technical Bid Evaluation:

Example Table (A)

Bidder Details	Technical Marks Obtained out of 100
Bidder 1	85
Bidder 2	75
Bidder 3	80

Stage 2:

Normalization of Marks:

Normalized Score = (Technical marks obtained by the Bidder under consideration/Highest Technical Marks obtained among the bidders)* 100

Example Table (B)

Bidder Details	Technical Marks Obtained out of 100
Bidder 1	$(85/85)*100= 100$
Bidder 2	$(75/85)* 100= 88$
Bidder 3	$(80/85)*100=94$

Based on the results of Technical evaluation, commercial bids for those bidders will then be opened who qualify (i.e., achieve normalized score of 60% or more) in the Technical evaluation.

Stage 3:

Financial Bids Evaluation:

The financial bid amount shall be converted into financial score, while considering the commercial quote given by each of the bidders in the financial bid as follows:

Commercial score of a Bidder = (Lowest Financial Bid/Quote of the bidder under consideration)* 100

Example Table (C)

Bidder Details	Commercial Quote	Calculation	Commercial Score
Bidder 1	1,30,000	$(1,00,000/1,30,000)*100$	77
Bidder 2	1,20,000	$(1,00,000/1,20,000)*100$	83
Bidder 3	1,00,000	$(1,00,000/1,00,000)*100$	100

Stage 4:

Final Score Calculation through QCBS: The final score will be calculated through Quality and Cost Based Selection method based on the following weightage:

Technical: 70%

Commercial: 30%

Combined Technical and Financial Score = $(0.7*Technical\ Score) + (0.3*Commercial\ Score)$

Example Table (D)

Bidder Details	Technical Score	Financial Score	Final Score	Rank of Bidder
Bidder 1	70	23.1	93.10	H2
Bidder 2	61.6	24.9	86.50	H3
Bidder 3	65.8	30	95.80	H1

In the above example, Bidder 3 with rank H1 shall be declared as the successful bidder.

9. **AWARD OF CONTRACT**

- Supply Order shall be awarded to the agencies based on the technical & financial score cumulatively. The selection would be Quality and Cost-Based Selection (QCBS).
- The scoring would be on 70% & 30% for technical & financial respectively.
- Bidders failing to score at least 60% of normalised Technical evaluation as mentioned in Technical Evaluation Framework (ref table above) will be disqualified and commercial bids of the bidders who get a normalized technical score of 60% or more will be opened.
- The Supply Order shall be awarded to the bidder scoring the highest Overall Score.

10. **CLARIFICATIONS & AMENDMENTS OF SCOPE OF WORK DOCUMENT**

- i. During the process of evaluation of Bids, Issuer of the bid may, at its discretion, ask Bidders for clarifications on their Bid. The Bidders are required to respond within the prescribed time-frame.
- ii. Issuer of the bid as per instruction of the Government of Manipur may for any reason, modify this tender document from time to time.

- iii. The amendment(s) to this tender would be clearly spelt out and the Bidders may be asked to amend their Bid due to such amendments before submission date and time.

11. PARTICULARS OF THE BIDDER

Sl.No	Particular of the bidder to be furnished	Relevant document
1	Name and address of the bidding Company.	
2	Incorporation status of the firm (Public limited / private Limited, etc.).	
3	Year of Establishment.	
4	Date of registration.	
5	ROC/Registration Reference No.	
6	Details of registration.	
7	Details of registration with appropriate authorities for Service tax.	
8	Name, Address, email, Phone of Contact Person	

12. DOCUMENTS REQUIRED FOR BIDDER ELIGIBILITY CRITERIA

SL.No.	Criteria	Documents Required
1	The Bidder should be a company registered under the - Companies Act, 1956 since last 10 years as on date of issue of the Bid	Photo copy of Registration Certificate.
2	Average annual Turnover of the Bidder shall not be less than Rs. 3.00 Crore during the last three financial years i.e. FY 19-20, FY 20-21, FY 21-22.	CA-Certified copies of the audited balance sheet and profit & loss statement in for the last 3 years financial years with adequate sections duly marked.
3	The Bidder shall not be under a Declaration of Ineligibility for corrupt or fraudulent practices or blacklisted with any of the Government agencies.	A self-certified letter by the designated official of the responding firm.
4	The Bidder should have received work order for Supply & Maintenance of Drones/ Drone related activities from Central/State Government/PSUs	Work Order/Completion Report
5	The Bidder must be ISO 9001, ISO 14001 certified or higher.	Copy of ISO Certificate.
6	The bidder must have office in Imphal or should be ready to setup office in Imphal.	Proof of Address or Consent Letter in the letterhead with stamp.
7	The bidder must have a valid GST registration Certificate	Copy of GST registration Certificate.

18	The Bidder should be in possession of OEM Authorization authorizing the Bidder to bid for this particular Tender.	OEM Authorisation Letter
9	The Bidder should be authorised to train and issue licenses to Trainees for operation of drones. In case the Bidder is not authorised to issue licenses, it should have entered into an agreement with another authorised training partner for issue of licenses to trainees for operation of drones.	• Supporting Documents. • Agreement with Training Partner in case Bidder is not authorised to train Drone Pilots.
10	The Bidder or its Training partner should have received a Work Order for training Drone Pilots from a Central/State Government or a PSU.	Supporting Documents
11	The bidder should never have been blacklisted/barred/disqualified by regulator/statutory body or any PSU.	Self-Declaration that the bidder has not been blacklisted / barred / disqualified by regulator / statutory body or any PSU

Annexure II**TECHNICAL SPECIFICATIONS**

Sl. No.	Items	16 Litres Agricultural Spraying Drone
1.	Remote Controller	Work Frequency: 2.400-2.483GHz, Effective Distance (Without Obstacles): Minimum 8 KM, Rated Voltage 3.7V, Battery Capacity: above 4000mAh, Support Language: English.
2.	Charger	Input: 100-240V 50/60HZ, Output Power: 580W x 2, Channel: two
3.	Battery	Voltage: 50V, Capacity: 22000mAh, Weight Maximum 2.7 Kg/pc
4.	Foldable Propeller	Material: Polymer + Carbon Fiber, Diameter: 30 inches, Screw Pitch: 9 inches.
5.	Aircraft frame	Motor quantity: min. 6 nos., Symmetrical Motor Wheelbase: 1630mm, Spread Size (Without Propeller): 1710x1710x570mm, Folded size: 1000x1000x570mm.
6.	Motor	110 KV, Pulling Force: 16.1Kg, Power 3040W.
7.	Electrical control	Current: 85A, Voltage: 50V, Pulse Width: 1100us-1940us
8.	Spray System	Tank Volume: 16L, Nozzle Model: XR110015VS, Nozzle Quantity: Min. 4 nos., Spray Flow Rate 3.6L/min Spray Width (Depending on Height) 4-7m Atomized Particle 130-250 um Max Pressure of Pump 0.9Mpa Max Power of Pump 40W.
9.	Flight parameters	UAV Weight: Maximum 25Kg, Take-off Weight: 40Kg, Hovering Accuracy: Level: ± 0.5 m Vertical: 0.4m, Full-load Hovering Time: 14min, No-load Hovering Time: 25 min, Max Flight Speed: 12m/s Recommended Flight Temperature: -3 C to 55 C, Efficiency: 20-25 acres/day.
10.	Additional features	✓ Liquid detection Alarm and auto RTH when No liquid and record breakpoint. ✓ Support sprinkler system fault detection and alarm. ✓ Runaway protection Support ✓ Breakpoint continuous spray Support ✓ Variable spraying Support ✓ Remote control / ground station ✓ Working environment temperature -5 - 45°C
11.	OEM	OEM authorization & Technical compliance duly approved by the OEM.
12.	Unique Identification Number (UIN)	The Specification or Particular Model of Drone being offered should have obtained Unique Identification Number (UIN) from Directorate General of Civil Aviation (DGCA), Government of India.

Annexure III**Financial Bid Format**

Sl. No.	Drone Particulars	Rate in Rs	Quantity	Amount
A	Agricultural Drones (16 Litres) as per specification at Annexure II.		60	
			Add GST	
			Total (A)	
B	Training Cost and issue of License		60	
			Add GST	
			Total (B)	
C	AMC for 3 years		3	
			Add GST	
			TOTAL (C)	
Grand Total (A+B+C)				
