

RESPONSE OF GOVERNMENT OF TELANGANA TO QUERIES RECEIVED FROM APPLICANTS ON REQUEST FOR PROPOSAL FOR INTEGRATED SMART PARKING MANAGEMENT SYSTEM (ISPMS) AT HYDERABAD METRO RAIL STATIONS FROM MIYAPUR TO NAGOLE (FOR 24 STATIONS)

Sl. No.	Clause No.	Clause	Query	Response of the Authority
1.	Section 9.7	<p>Financial / Price Bid</p> <p>i. The Licensee shall be required to pay a fixed license fee (“Fixed License Fees”) of Rs. 10 lakhs per annum and increased by 20% every year (non-cumulative), i.e., 1st year Rs.10 lakhs; 2nd year Rs.12 lakhs; 3rd year Rs.14 lakhs and so on until the completion of license period, i.e., 20 years. At the end of 20th year the license fee payable will be Rs.48 lakhs. Total cost towards Fixed License Fees for the entire License Period shall be Rs. 5.8 Cr.</p> <p>ii. The Bidders shall quote in the specified proforma, the additional fee offered per annum to HMRL in addition to the Fixed License Fee as shown in (Annexure 7B) (“Premium”). Bidder should also account for a 5% increase in the Premium every year (non-cumulative), i.e., Example: If the Premium offered by bidder is x lakh, 1st year Rs. x lakh, Premium for 2nd year would be x x 1.05 lakhs, 3rd year→ x x 1.10 lakhs, 4thyear→ x x 1.15 lakhs and</p>	<p>Section 9.7 - (Fixed and Premium): Assuming majority of these lots are on-street; manning with sufficient people seems to be the only option to run operations. Which by all means is a significant cost in itself. For the same reason, we request you to revisit the 20% increment per annum on Fixed cost to HMRL. Given the current parking rates, this increment is quite steep and with addition of premium makes it almost impossible to reach positive cash flow. In addition, if you could please consider the premium to be a % of the Fixed cost that we could quote differently each year and you could consider the total premium for financial evaluation.</p>	<p>No change is contemplated</p>

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		<p>so on until the completion of License Period, i.e., 20 years. At the end of 20th year the Premium payable will be Rs. x x 1.95 lakhs. Total Premium paid for the entire License Period would be Rs. x x 29.75 lakhs.</p> <p>Total cost to the bidder (Fixed + Premium) = Rs 5.8 Cr + Rs. x x 29.75 lakhs.</p>										
2.	Section 9.5	<table border="1"> <tr> <td data-bbox="450 647 506 671">a)</td> <td data-bbox="506 647 719 986">Combined turnover or positive net worth of the Bidder / at least one Member in case of Consortium as on 31st March 2018</td> <td data-bbox="719 647 880 986"> > 15 Crores. 10 to 15 Crores. 10 Crores. </td> <td data-bbox="880 647 1003 986"> 10 08 06 </td> </tr> <tr> <td data-bbox="450 994 506 1018">b)</td> <td data-bbox="506 994 719 1469"> Experience with at least one project in integrating with various 3rd party applications mentioned below: (1) SMS (2) GPS & (3) IT systems for ISPMS integration through Mobile </td> <td data-bbox="719 994 880 1469"> All Three Any two Any one </td> <td data-bbox="880 994 1003 1469"> 10 08 06 </td> </tr> </table>	a)	Combined turnover or positive net worth of the Bidder / at least one Member in case of Consortium as on 31 st March 2018	> 15 Crores. 10 to 15 Crores. 10 Crores.	10 08 06	b)	Experience with at least one project in integrating with various 3 rd party applications mentioned below: (1) SMS (2) GPS & (3) IT systems for ISPMS integration through Mobile	All Three Any two Any one	10 08 06	<p>Section 9.5 (Technical Bid Criteria). We are working on smart city and urban rejuvenation projects. we also have a wing that we are extending to work with PPP projects. We are very confident that the IoT solution we are building without partner firm will serve majority of the requirements in this project. To present the same, we request you to shuffle the scoring so we get to present our solution. Would like to request to increase the presentation score (item j) and consider decreasing in items (a & b).</p>	<p>Will be considered and changes will be communicated through Addendum</p>
a)	Combined turnover or positive net worth of the Bidder / at least one Member in case of Consortium as on 31 st March 2018	> 15 Crores. 10 to 15 Crores. 10 Crores.	10 08 06									
b)	Experience with at least one project in integrating with various 3 rd party applications mentioned below: (1) SMS (2) GPS & (3) IT systems for ISPMS integration through Mobile	All Three Any two Any one	10 08 06									

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			& payment gateways. j) Project presentation in the format attached Annexure 6 → b) Technical scoring → j) 1. Domain knowledge, Approach & Use cases on defined scope. 2. Project Work Plan & Quality of Methodology Training & Execution Plan.	Evaluation will be based on the quality of submission in three (3) requested categories.	10		
3.		j)	Project presentation in the format attached Annexure 6 → b) Technical scoring → j) 1. Domain knowledge, Approach & Use cases on defined	Evaluation will be based on the quality of submission in three (3) requested categories.	10	Section 9.5 (item j) - Experience of Lead member: Are you asking for the experience of the lead company or the person in-charge (Managing director) of the bidding company that will sign the Annexure 8 as power of attorney.	Experience of the person in charge will be counted, i.e., as per the Power of Attorney signing person

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			scope. 2. Project Work Plan & Quality of Methodology Training & Execution Plan.				
4.	Section 9.5	h)	Experience of processing tickets through ticketing system (Min. 30 lakh per annum)	>50 lakh 30-50 lakh 30- lakh	10 08 06	Section 9.5 (Technical Evaluation scoring): We are in the space of building smart city solutions and have products related to smart parking. However, the entire smart parking domain is at its infant stage in India; picking up momentum since the last year. We would like an opportunity to participate and secure enough scoring to present our solution which by all means would be a viable product. For the same reason, we would like to request an amendment to increase the presentation score (item j) where we could demonstrate the use cases that will fit your requirement. I am pretty sure there will be other players that might be in a situation with less experience (in items h & i) but might have a good product to demonstrate. It is our sincere request to adjust the scoring.	Will be considered and changes will be communicated through Addendum
	i)	Experience of an elected lead member as a project manager; creating and executing procedures & protocols at a mid to senior management level. (min 3 years)	>15 years 8 to 15 years 3-8 years	10 08 06			
	j)	Project presentation in the format attached Annexure 6 → b) Technical scoring → j)	Evaluation will be based on the quality of submission in three (3) requested	10			

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		<p>1. Domain knowledge, Approach & Use cases on defined scope.</p> <p>2. Project Work Plan & Quality of Methodology</p> <p>Training & Execution Plan.</p>		
5.	Annexure 1	<p align="center">ANNEXURE-1 (List of proposed parking facilities)</p>	<p>(Annexure 1): As per the survey attached. Are these parking lots already created or do we have to create them? We do understand some from these are on-street. What percentage of these surveyed lots are captive lots? Please give some clarity.</p>	<p>Space is / will be created by the Authority All are on-street.</p>
6.	Section (4.7 & 4.8)	<p>Enforcement</p> <p>i. Licensee shall carry out enforcement activities, including spot checks, clamping of vehicles. The Licensee shall manage two types of parking violations: (a) non-payment or insufficient payment of Parking Fee when parked in designated Paid Parking Slots; and (b) parking outside designated Paid Parking Slots or Unpaid Parking</p>	<p>Section (4.7 & 4.8) Enforcement Fee & Logistics :</p> <p>Is HMRL expecting us to create an audit trail of the enforcement and submit the same to traffic police to charge or expecting us to collect the fees. If we have to collect, will there be a liaison in the traffic that will assist us to enforce?</p>	<p>Yes</p>

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		<p>Slots, such as on the footpath or double parked, or on street sections notified as No-Parking Area.</p> <p>ii. Metro Station Traffic Police and other law and order enforcement agencies including the Police will mediate on and assist in clearing out disputes arising due to any enforcement.</p> <p>Parking Fines:</p> <p>The Licensee shall enforce clamping and Collect clearing fee of Rs.100/- for a 2 wheeler and Rs.200/- for a 4 wheeler in addition to the Parking Fee Collected to a maximum of 10 hours per day, when the User commits either of the following violations:</p> <ol style="list-style-type: none"> 1. Parks its vehicle outside designated Paid Parking Slots or Unpaid Parking Slots, such as on the footpath or double parked, or on street sections notified as No Parking Area in the Zones allocated to the Licensee for implementation of the Smart Parking System. 2. Non-payment or insufficient payment of Parking Fee when 		

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		parked in a designated Paid Parking Slot.		
7.	Section 9.4 & 9.5 (iii)	<p>Conflict of Interest</p> <p>Bidder shall not have a Conflict of Interest that affects the Bidding Process. Any Bidder found to have a Conflict of Interest shall be disqualified. In the event of disqualification, HMRL shall be entitled to forfeit and appropriate the EMD, as the case may be, as Damages, without prejudice to any other right or remedy that may be available to HMRL under the RFP and/ or the License Agreement or otherwise.</p> <p>For the purposes of this RFP, "Conflict of Interest" shall mean (i) submission of more than one Bid either individually or through a Consortium, and/ or through any other Consortium constituted for bidding for the ISPMS, either directly or indirectly or through any of their affiliates; or (ii) an event or circumstance, determined at the discretion of HMRL, where a Bidder or its affiliates are found to be in a position to have access to information about or influence the Bid of another Bidder, directly or indirectly.</p> <p>Technical Bid Evaluation and its</p>	Section 9.4 & 9.5 (iii). Is the sole bidder competing with a technical consultant is assured an exclusivity of bidding under one name and cannot take part separately with another company either through a consortium or as a technical consultant.	Technical consultant cannot take part with another company

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		<p>Criteria</p> <p>iii. The Bidder shall quote experience in respect of a particular eligible project under any two category-items only (i.e., for items b, c, d and e), even though the Bidder (either individually or along with a Member of the Consortium) may have played multiple roles in the cited project. Counting of a particular eligible project shall not be permitted in any form for more than 2 category-items.</p>		
8.	Section 9.5 (i)	<p>Technical Bid Evaluation and its Criteria</p> <p>i. The Bidder(s) shall possess prior experience in parking management transactions in order to be considered technically qualified. The Bidders who comply with the Eligibility Criteria provided in Clause 9.2 above shall qualify for opening of Technical Bid evaluation and shall be required to arrange for technical presentation on the features of the proposed software. Dates, time and venue for the technical presentation shall be informed as per schedule fixed and communicated by HMRL.</p>	Section 9.5 (i): Does the expected score of 65 marks to qualify include the marks from presentation?	Yes

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9.	Section 9.5	<p>e) Experience in implementing at least one project with various modularized & integrated smart app modules for ISPMS</p> <p>(1) Citizen module (2) Operator module (3) Enforcement module and (4) Admin module with minimum paper trail.</p>	<p>Section 9.5: We are building healthcare centers across Telangana and Andhra Pradesh. Also have a partner wing to automate parking in our buildings through RFID. We would like to present our solution which will address the outlined scope in this project. However, in order to secure enough scoring to present, we request you to increase the presentation score (item j) by potentially decreasing in (items e & h). It is our sincere request to adjust the scoring.</p>	<p>Will be considered and changes will be communicated through Addendum</p>	
		<p>h) Experience of processing tickets through ticketing system (Min. 30 lakh per annum)</p>			<p>All 4 modules 15 Any 3 modules 12 Any 2 modules 10</p>
		<p>j) Project presentation in the format attached Annexure 6 → b) Technical scoring → j) 1. Domain knowledge, Approach & Use cases on defined scope. 2. Project Work Plan & Quality of Methodology Training & Execution Plan.</p>			<p>>50 lakh 10 30-50 lakh 08 30- lakh 06</p>

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10.	Section 9.5 (ii)	<p>Technical Bid Evaluation and its Criteria</p> <p>ii. The Bidders shall have to score minimum of 65 marks in technical evaluation in order to be considered for evaluation of Financial Bids.</p>	<p>Section 9.5 (ii): Could you please confirm that we need to use a minimum of 3 projects for scoring in all categories and should atleast use 2 projects for scoring in items (b,c,d,e).</p>	Yes																																		
		<table border="1"> <tr> <td data-bbox="450 504 495 528">b)</td> <td data-bbox="495 504 779 927">Experience with at least one project in integrating with various 3rd party applications mentioned below: (1) SMS (2) GPS & (3) IT systems for ISPMS integration through Mobile & payment gateways.</td> <td data-bbox="779 504 943 528">All Three</td> <td data-bbox="943 504 1003 528">10</td> </tr> <tr> <td></td> <td></td> <td data-bbox="779 528 943 560">Any two</td> <td data-bbox="943 528 1003 560">08</td> </tr> <tr> <td></td> <td></td> <td data-bbox="779 560 943 592">Any one</td> <td data-bbox="943 560 1003 592">06</td> </tr> </table>			b)	Experience with at least one project in integrating with various 3 rd party applications mentioned below: (1) SMS (2) GPS & (3) IT systems for ISPMS integration through Mobile & payment gateways.	All Three	10			Any two	08			Any one	06	<table border="1"> <tr> <td data-bbox="450 935 495 959">c)</td> <td data-bbox="495 935 779 1246">Experience in implementing one project with smart parking solutions that shall encompass real time scenarios for (1) Off Street (2) On Street Parking.</td> <td data-bbox="779 935 943 967">Both 1 & 2</td> <td data-bbox="943 935 1003 967">10</td> </tr> <tr> <td></td> <td></td> <td data-bbox="779 967 943 999">Only 2</td> <td data-bbox="943 967 1003 999">08</td> </tr> <tr> <td></td> <td></td> <td data-bbox="779 999 943 1031">Only 1</td> <td data-bbox="943 999 1003 1031">06</td> </tr> </table>	c)	Experience in implementing one project with smart parking solutions that shall encompass real time scenarios for (1) Off Street (2) On Street Parking.	Both 1 & 2	10			Only 2	08			Only 1	06	<table border="1"> <tr> <td data-bbox="450 1254 495 1278">d)</td> <td data-bbox="495 1254 779 1471">Experience in implementing at least one smart parking solution: (1) To allow on-demand and advanced</td> <td data-bbox="779 1254 943 1286">Both 1 & 2</td> <td data-bbox="943 1254 1003 1286">15</td> </tr> <tr> <td></td> <td></td> <td data-bbox="779 1286 943 1318">Either 1 or 2</td> <td data-bbox="943 1286 1003 1318">10</td> </tr> </table>	d)	Experience in implementing at least one smart parking solution: (1) To allow on-demand and advanced	Both 1 & 2	15			Either 1 or 2	10
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			booking. (2) Implemented technologies like NFC or RFID for both pre and postpaid payment methods.				
		e)	Experience in implementing at least one project with various modularized & integrated smart app modules for ISPMS (1) Citizen module (2) Operator module (3) Enforcement module and (4) Admin module with minimum paper trail.	All 4 modules	15 12		
11.	Section 6 (i)	Parking Fee i. The Base Parking Fee Rates for four-wheelers and two wheelers to be charged shall be as follows:				Section 6 (i): Running operations to achieve positive cash flow is nearly impossible with the current rates. When do we expect the rates to compete with parking areas like Railway stations?	No comments
		Sl. No.	Vehicle	Time period of parking	Basic Parking Fee Rate (in Rs) [+ GST]		
		1.	4 wheeler	Up to 2 hours For every hour in excess of the first 2	16.00 8.00		

Sl. No.	Clause No.	Clause				Query	Response of the Authority
				hours			
		2.	Motorized 2 wheeler	Up to 2 hours For every hour in excess of the first 2 hours	6.00 3.00		