

Minutes of the Pre-bid meeting for 'Engagement of a service provider for drone-based survey using photogrammetry and lidar sensors for tree mapping and verification across various plantations in Assam (approx. 12,500 hectares).'

Date: 25.06.2025

Time: 12:00 PM

Venue: Wildlife Conference Hall, Aranya Bhawan

IFB No. APFBC/PMU/Phase-II/DBS/2025/389/19, dated 13th June 2025.

The following APFBCS officials and prospective vendor representatives were present at the pre-bid meeting:

Officials of the APFBCS:

1. Shri Sunnydeo Indradeo Choudhary, IFS : CCF (Central Assam Circle) & Activity Director (Plantation), APFBCS
2. Shri Rohini Ballave Saikia, IFS : Dy. C.F., O/o the PCCF (Wildlife) & CWLW, Assam
3. Shri Abhinav Singh : Engineer (Building), APFBC Society

Representatives of the Firms (Physically Present):

1. Shri Biju Phukan : M/s SBL Knowledge Services Pvt. Ltd.
2. Smti. Debajani Boruah : M/s SBL Knowledge Services Pvt. Ltd.
3. Shri Abhishek Chakrabarty : M/s Monarch Surveyors & Engg. Consultants Ltd.
4. Smti. Damini Dogra : M/s Geokno India Pvt. Ltd.
5. Shri Hemanth Kumar V : M/s Geokno India Pvt. Ltd.
6. Shri Arijit Dey : IIT Guwahati-TIDF
7. Shri Anurag Tiwari : IIT Guwahati
8. Smti. Moumita Saha : M/s CESTA Enterprise Pvt. Ltd.
9. Shri Anit Mishra : M/s GarudaUAV Soft Solutions Pvt. Ltd.

Representatives of the Firms (Virtually Present):

1. Shri Chirag M : M/s Monarch Surveyors & Engg. Consultants Ltd.
2. Smti. Aditi Chatterjee : M/s Indrones Solutions Pvt. Ltd.
3. Shri Gurmeet Kukreja : M/s Genesys International Corp. Limited.
4. Smti. Hemlata Kale : M/s Genesys International Corp. Limited.
5. Shri Prasenjit Banik : M/s Genesys International Corp. Limited.
6. Shri Bhagath : M/s HC Robotics Private Limited.
7. Shri Satishnadh Kadiyam : M/s HC Robotics Private Limited.
8. Shri Happy Nalli : M/s SATRA Services and Solutions Pvt. Ltd.
9. Smti. Reshma : M/s Geokno India Pvt. Ltd.
10. Shri Gopidi John Reddy : M/s Marvel Geospatial
11. Shri Ravi K : M/s Marvel Geospatial
12. Shri Prasenjit Gupta : M/s NeoGeoInfo Technologies Pvt. Ltd.
13. Shri Shuvo Sur Chowdhury : M/s NeoGeoInfo Technologies Pvt. Ltd.
14. Smti. Varsha : M/s GarudaUAV Soft Solutions Pvt. Ltd.
15. Shri Sanjay Pathak : M/s GarudaUAV Soft Solutions Pvt. Ltd.
16. Shri Narender Kumar : M/s Geosolutions India
17. Shri Vinay Pulipati : M/s IIC Technologies Private Limited
18. Shri Arun Golder : M/s IIC Technologies Private Limited
19. Smti. Ranu Bhardwaj : M/s Matrix Geo Solutions Ltd. & others

*Attendance sheet of the meeting is enclosed at **Annex-1**.*

1. The Chairperson of the Bid Evaluation Committee welcomed all participants to the pre-bid meeting and briefly outlined the purpose of engaging vendors for the non-consultancy work related to the project.
2. During the meeting, APFBCS officials addressed queries from the representatives of the attending firms. Responses to the questions raised during the meeting, as well as those received via email, have been included in the minutes, which are enclosed as **Annex-2**.

Sd/-
Project Director, PMU, APFBCS

Copy to:

1. All concerned officials of the APFBCS joined the meeting.
2. Email to the Bidders: **(1) M/s SBL Knowledge Services Pvt. Ltd.;** Email: sblbids@sblcorp.com ; **(2) M/s Monarch Surveyors & Engg. Consultants Ltd.;** Email: sales@monarchpune.in, manas.dhar@monarchpune.in ; **(3) M/s Geokno India Pvt. Ltd.;** Email: Damini.Dogra@geokno.com , Dinesh.Babu@geokno.com , Hemanth.Kumar@geokno.com ; **(4) M/s CESTA Enterprise Pvt. Ltd.;** Email: cestasurvey@gmail.com , cestaenterprise@gmail.com ; **(5) M/s GarudaUAV Soft Solutions Pvt. Ltd.;** Email: Varsha@garudauav.com , tender@garudauav.com, Sanjay.Pathak@garudauav.com , anit@garudauav.com ; **(6) M/s Indrones Solutions Pvt. Ltd.;** Email: aditi.chhatre@indrones.com , shally.agarwal@indrones.com ; **(7) M/s Genesys International Corp. Limited** Email: Hemlata.Kale@igenesys.com , Mahendra.Dekka@igenesys.com , Prasenjit.Banik@igenesys.com , Jitendra.Sharma@igenesys.com , Mugdha.Dongerker@igenesys.com ; **(8) M/s HC Robotics Private Limited;** Email: satishnadh.kadiyam@hcrobo.com , senthil.appavoo@centillionnetworks.com , bhagath.sharab@hcrobo.com , pranav.s@centillionnetworks.com , vamsi.cherreddy@centillionnetworks.com , sudhakar.kamiseti@centillionnetworks.com ; **(9) M/s SATRA Services and Solutions Pvt. Ltd.;** Email: tenders@satragroup.in , alvinj@satragroup.in ; **(10) M/s Geokno India Pvt. Ltd.;** Email: Damini.Dogra@geokno.com , Dinesh.Babu@geokno.com , Hemanth.Kumar@geokno.com ; **(11) M/s Marvel Geospatial;** Email: BD@marvelgeospatial.com , ravi@marvelgeospatial.com ; **(12) M/s NeoGeoInfo Technologies Pvt. Ltd.,** Email: prasenjit.gupta@neogeoinfo.com , shuvo.chowdhury@neogeoinfo.com , anil.sharma@neogeoinfo.com , sandeep.bhardwaj@neogeoinfo.com ; **(13) M/s Geosolutions India,** Email: naren@geosolutionsindia.com , khushpal@geosolutionsindia.com ; **(14) M/s IIC Technologies Private Limited,** Email: vinay.pulipati@iictechnologies.com , arun.golder@iictechnologies.com , mukesh.basavaraj@iictechnologies.com , venkataakumar.nutakki@iictechnologies.com , ravi.dharmavarapu@iictechnologies.com , somnath.marthi@iictechnologies.com ; **(15) M/s Matrix Geo Solutions Ltd.,** Email: BD@marvelgeospatial.com , ravi@marvelgeospatial.com , **(16) M/s AM Data Lab Pvt. Ltd.,** Email: aditya.hingane92@gmail.com ; **(17) M/s TRP Ingenieria Consultants Pvt. Ltd.,** Email: abhishek.jain@trpconsultants.com ; **(18) M/s KM Enterprises Pvt. Ltd.,** Email: kkmepl2004@gmail.com .

Annexe-1**Attendance Sheet - Pre-Bid Meeting for the 'Engagement of a service provider for drone-based survey using photogrammetry and lidar sensors for tree mapping and verification across various plantations in Assam (approx. 12,500 hectares)'.**Date: 25th June 2025

Time: 12.00 PM

Venue: Wildlife Conference Hall, Aranya Bhawan

Sl.	Name of the Attendant	Designation & Organization	Email ID & Contact no.	Signature
1.	Sunnydeo Indradeo Choudhury, IFS Chairman	CCF (Central Assam Circle) & Activity Director (Plantation), APFBSS	-	
2.	Rohini Ballave Saikia, IFS Member	Dy. Conservator of Forests, o/o the PCCF (Wildlife) & CWLW, Assam	-	
3.	Abhinav Singh Eng. (old), APFBSS Member Secy.	Eng. (old), APFBSS	-	
4.	Biju Phukan	Manager, SBL Knowledge Services Pvt. Ltd.	biju.p@sbleorp.com	
5.	Debjani Boruah	GIS Executive, SBL	debjani.b@sbleorp.com	
6.	Abhishek Chatterjee	Regional Manager Monarch Surveys	abhishek.c@monarchsurveys.in	
7.	Damini Dogra	Geokno India Pvt. Ltd	damini.dogra@geokno.com	
8.	Hemant Kumar V	Geokno India Pvt. Ltd.	hemant.kumar@geokno.com	
9.	Arijit Dey	Associate Engin. IIT Guwahati - TIDE	arijitdey@iitg.ac.in	
10.	ANURAG TIWARI	CTO, TIT-ILT GUWAHATI	anurag.tiwari@iitg.ac.in	
11.	Moumita Saha	Junior Data Analyst, CESTASANT. PVT. LTD., GUWAHATI	cestasurvey@gmail.com	
12.	Anit Mishra	VP Garuda UAV	anit@garudauav.com	

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Attendance Sheet – Pre-Bid Meeting for the ‘Engagement of a service provider for drone-based survey using photogrammetry and lidar sensors for tree mapping and verification across various plantations in Assam (approx. 12,500 hectares)’.

Date: 25th June 2025

Time: 12.00 PM

Venue: Wildlife Conference Hall, Aranya Bhawan

Sl.	Name of the Attendant	Designation & Organization	Email ID & Contact no.	Signature
13.	Shri Chirag M	M/s Monarch Surveyors & Engg. Consultants Ltd.		Bidders attended the pre-bid meeting virtually/online
14.	Smti. Aditi Chatter	M/s Indrones Solutions Pvt. Ltd.		
15.	Shri Gurmeet Kukreja	M/s Genesys International Corp. Limited		
16.	Smti. Hemlata Kale	M/s Genesys International Corp. Limited		
17.	Shri Prasenjit Banik	M/s Genesys International Corp. Limited		
18.	Shri Bhagath	M/s HC Robotics Private Limited		
19.	Shri Satishnadh Kadiyam	M/s HC Robotics Private Limited		
20.	Shri Happy Nalli	M/s SATRA Services and Solutions Pvt. Ltd.		
21.	Smti. Reshma	M/s Geokno India Pvt. Ltd.		
22.	Shri Gopidi John Reddy	M/s Marvel Geospatial		
23.	Shri Ravi K	M/s Marvel Geospatial		
24.	Shri Prasenjit Gupta	M/s NeoGeoinfo Technologies Pvt. Ltd.		
25.	Shri Shuvo Sur Chowdhury	M/s NeoGeoinfo Technologies Pvt. Ltd.		
26.	Smti. Varsha	M/s GarudaUAV Soft Solutions Pvt. Ltd.		
27.	Shri Sanjay Pathak	M/s GarudaUAV Soft Solutions Pvt. Ltd.		
28.	Shri Narender Kumar	M/s Geosolutions India		
29.	Shri Vinay Pulipati	M/s IIC Technologies Private Limited		
30.	Shri Arun Golder	M/s IIC Technologies Private Limited		
31.	Smti. Ranu Bhardwaj	M/s Matrix Geo Solutions Ltd.		
32.	And others			

Annexure-2

Queries and responses regarding IFB No. APFBC/PMU/Phase-II/DBS/2025/389/19, dated 13th June 2025, for the Engagement of a service provider for drone-based survey using photogrammetry and lidar sensors for tree mapping and verification across various plantations in Assam (approx. 12,500 hectares).

#	Reference	Existing Clause	Queries	PMU's Responses
1.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-1, Page no. 5	The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 8 years.	The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 4 years.	The request cannot be considered.
2.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years	The bidder should establish a local office in Guwahati within one (1) Month after issuance of the Letter of Award (LOA). OR Bidders Should be Empanelled with the Local PSU Bodies such as (AMTRON) as a Vendor	The request cannot be considered.
3.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	Similar/Comparable Experience iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large scale mapping projects, particularly in Forested and rugged terrains.	Similar/Comparable Experience iii. The bidder must demonstrate a minimum of 4 years of professional experience in carrying out survey-grade RPAS/drone-based large scale mapping projects, particularly in forested and rugged terrains.	The professional experience has been demanded keeping in mind the challenging landscape upon which the forest area of Assam is spread across.
4.	Detailed IFB, Pt.5, Page no. 4	Bids, both Technical Part and Financial Part shall be submitted on or before 14:00 hours on 8th July 2025 and must be accompanied by a Bid Security of Rs. 8.75 Lakh. Any bid or modifications to bid received after the deadline shall not be considered and returned unopened.	Are there any exemptions available for start-ups or MSMEs regarding EMD for this tender? If yes, What is the process to avail of this exemption?	Exemption shall not be considered for reasons mentioned in point 3 of the response to queries.
5.	Detailed IFB, Pt.5, Page no. 4	Bids, both Technical Part and Financial Part shall be submitted on or before 14:00 hours on 8th July 2025 and must be accompanied by a Bid Security of Rs. 8.75 Lakh. Any bid or modifications to bid received after the deadline shall not be considered and returned unopened.	We respectfully request the esteemed authority to kindly consider granting an exemption from the requirement of Bid Security for MSME-registered firms or Start-up firms, in accordance with the applicable Government of India policies	Please refer to the reply to point no. 4.

#	Reference	Existing Clause	Queries	PMU's Responses
6.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 1, Page no. 5	1. Legal Status and Incorporation: The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 8 years. Company Incorporation Certificate+ GST Registration +PAN Card and Bank details	We respectfully request the esteemed Authority to kindly consider amending the eligibility criteria under 1: Legal Status and Incorporation: The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 05years. Company Incorporation Certificate+ GST Registration +PAN Card and Bank details.	The request cannot be considered
7.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 2, Page no. 5	2: Local Presence: The bidder must have a functional local office in Guwahati for at least the last five (5) years. Proof of local presence shall be submitted in the form of the last three (3) months' electricity bills or Guwahati Municipal Corporation (GMC) tax receipts or other verifiable government-issued utility/documentation.	We respectfully request the esteemed authority to kindly consider allowing participation from all eligible firms, including those currently not having a local office in Guwahati. In the spirit of promoting wider competition and participation, we propose that bidders may be permitted to submit a Declaration stating that they will establish a functional office in Guwahati within fifteen (15) working days of a ward of contract.	The request cannot be considered
8.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 3, Page no. 5	3: Similar/ Comparable Experience: iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested and rugged terrains	We respectfully request the esteemed Authority to kindly consider amending the criteria, to ensure broader participation while maintaining relevant expertise. 3: Similar/ Comparable Experience: iii. The bidder must demonstrate a minimum of 5 years of professional experience in carrying out survey-grade RPAS/drone- based large-scale mapping projects, particularly in forested and rugged terrains.	Yes. Can be considered for minimum experience of 5 years. (A corrigendum in this regard is being issued.)
9.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 6, Page no. 6	6: Certification: The bidder must possess valid ISO certifications issued by recognized bodies, including but not limited to: A minimum of four (4) DGCA-certified drone pilots with valid Remote Pilot Licenses (RPLs). ISO 9001:2015 for Quality Management Systems (preferably obtained at least six (6) months prior to the date of floating	We request to the authority to kindly amend the criteria as mentioned below: 6: Certification: The bidder must possess valid ISO certifications issued by recognized bodies, including but not limited to: A minimum of four (4) DGCA-certified drone pilots with valid Remote Pilot Licenses (RPLs). ISO 9001:2015 for Quality Management Systems (preferably obtained at least one (1) month prior to the date of floating this IFB.	Please refer to the reply at sl. No. 73. (A corrigendum in this regard is being issued.)

#	Reference	Existing Clause	Queries	PMU's Responses
		this IFB. ISO 27001 for Information Security Management (if applicable).	ISO 27001 for Information Security Management (if applicable).	
10.	Section-I; Instruction to Bidders; Evaluation Procedure Page no. 10	ii. Technical Proposal Evaluation: For bidders who satisfy eligibility, the technical proposals will be evaluated and scored based on- • Methodology and approach-24 Marks • Team qualifications and experience-21 Marks • Compliance with technical requirements-15 Marks	We kindly request clarification regarding the term "Compliance with technical requirements", which carries a weight of 15 Marks.	As mentioned in the bidding document.
11.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 2, Page no. 5	2. Local Presence Requirement: The bidder must have a functional local office in Guwahati for at least the last five (5) years. Documentary proof to be submitted: Proof of local presence shall be submitted in the form of the last three (3) months' electricity bills or Guwahati Municipal Corporation (GMC) tax receipts or other verifiable government-issued utility/documentation.	We are willing to open a functional office in Guwahati for the purpose of project execution. In that view, kindly amend the clause as: 2. Local Presence Requirement The bidder must have a functional local office in Guwahati for at least the last five (5) years Documentary proof to be submitted: Proof of local presence shall be submitted in the form of the last three (3) months' electricity bills or Guwahati Municipal Corporation (GMC) tax receipts or other verifiable government-issued utility/documentation. OR "The Bidder must provide an undertaking for Opening a functional local office in Guwahati within 30 days after receiving the contract from the client."	The request cannot be considered.
12.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 3(ii), Page no. 5	ii. Should have sufficient experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains, executed across one or more projects.	Kindly amend the clause as: ii. Should have sufficient experience in conducting Aerial /drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains or Eco sensitive zone areas/urban/Infrastructure project , executed across one or more projects."	The request cannot be considered.
13.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 3 (iii), Page no. 5	The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested and	Kindly amend the clause as: iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested and rugged terrains or Eco	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
		rugged terrains.	sensitive zone areas.	
14.	Section-II, Scope of Services, 6. Technical Requirements, Pg no. 16.	Horizontal Accuracy: ≤ 10 cm RMSE. Vertical Accuracy: ≤ 15 cm RMSE	It is assumed that vertical datum will be orthometric. Please confirm.	As mentioned in the technical specification.
15.	Section-II, Scope of Services, 7. Timelines, Pg no. 16.	The work is to be completed within a total period of 90 days	It is an understanding that 90 days timeline starts from the date drone permissions for all sites are available.	The request cannot be considered.
16.		General Query	Permissions for drone survey will be arranged by client.	The Survey party shall obtain all necessary permissions with support from the department as and when necessary.
17.		General Query	Please confirm point cloud density required.	Requirements mentioned under technical requirements of the RFP.
18.		General Query	Permission to access forest area for GCP survey will be provided by the client.	Yes, it will be provided.
19.		General Query	KML of area of interest is required to understand the terrain.	Yes, it will be provided. For Example – for hilly terrain – Dima Hasao For plain terrain – Upper Assam.
20.	Section IV; Price Schedule, Sl.4, Pg no. 23	Ground-truthing field data collection for PMIS plots	Please elaborate said point and also whose scope of work will it be.	It will be under the scope of the bidder.
21.	Section-II, Scope of Services, 6. Technical Requirements, Pg no. 16.	“Payload: Dual-sensor capability (RGB + LiDAR)”	Regarding the drone requirements for the project, clarity is needed on whether any DGCA registered drone (UIN) can be utilized, or if the use of a DGCA type-certified drone is a mandatory prerequisite. This distinction is crucial, especially considering that if DGCA type certification is indeed required for the project, there are currently no drones with factory-integrated dual RGB + LiDAR payloads listed under DGCA type certification.	Requirement stays as per the mentioned parameters of the RFP.
22.		General Query	Kindly confirm the project budget (with/without taxes).	Project budget (with or without taxes) cannot be disclosed.
23.		General Query	It is kindly requested to adopt the QCBS (Quality and Cost-Based Selection) method for evaluation, to ensure a balanced assessment of both technical competence and financial competitiveness.	The request cannot be considered as the scope of work is classified as non-consultancy.

#	Reference	Existing Clause	Queries	PMU's Responses
24.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	Proof of local presence shall be submitted in the form of the last three (3) months' electricity bills or Guwahati Municipal Corporation (GMC) tax Receipts or other verifiable government issued utility /documentation.	This clause is highly restrictive and may significantly limit the number of eligible bids. It is requested to amend the clause as follows: "The selected consultant shall establish an office in Guwahati within one month from the date of award of the contract. A declaration of intent to comply with this requirement should be furnished as part of the eligibility submission".	The request cannot be considered.
25.	Detailed IFB, Pt.5, Page no. 4	ii. Bank Guarantee issued by a Nationalized/ Scheduled bank in India	Kindly share the beneficiary details, Account No. and IFSC code for the Bid Security.	The Bid Security should be in favour of ' Assam Project on Forest and Biodiversity Conservation - Phase II ', payable at Guwahati, Assam. Details are as follows: Name:- APFBC Society Phase-II Account No: 50200049329306 Name of Bank: HDFC Bank Ltd. IFSC: HDFC0002930
26.	Section-I; Instruction to Bidders, Payment Terms, Pg no. 12	No advance payment shall be made.	a) 20% Mobilization Advance during the pre-survey phase, against submission of a Bank Guarantee of equivalent amount. b) 20% upon completion of data collection and submission of Orthophoto and Classified LiDAR LAS files. (The Advance Bank Guarantee may be released at this stage.) c) 30% upon completion of data processing and AI correlation , along with submission of the following: Canopy Height Model (CHM), Raw Seedling Detection Raster, Calibrated Seedling Density Map, Validation and Accuracy Report, and Plantation Gap/Mortality Layer. d) 20% on submission of all Final Deliverables , as per the scope defined in the agreement. 10% after data acceptance/ approval	Yes, 10% Mobilization Advance will be considered provided the successful bidder submits a Bank Guarantee for 110% of the advance amount." Rest of the payment will be considered in consultation with the successful bidder.
27.	Section-II, Scope of Services, Objectives, Pg no. 14	a) Acquire, in a single drone campaign, high-resolution LiDAR + RGB data covering approximately 12,500 ha of scheduled plantations in Assam.	It is advised that only DGCA-compliant, Type Certified drones be permitted for operations, in accordance with Drone Rules, 2021 and its subsequent amendment in 2022	Requirement stays as per the mentioned parameters of the RFP.
28.	Section-II, Scope of Services, Objectives, Pg no. 14	b) Produce validated seedling density and gap maps by correlating AI-detected	Kindly clarify the spacing between the seedlings.	Yes, the spacing between the seedlings is 2m x 2m.

#	Reference	Existing Clause	Queries	PMU's Responses
		seedlings with 1 ha Plantation Management Information System(PMIS) generated sample plots, using field data collected by the Service Provider as per Forest Department specifications		
29.	Section-II, Scope of Services, Scope of Work, Photogrammetry Role Pg no. 15	Generate high-resolution orthomosaics and 3D models using Structure from Motion (SfM) techniques to support gap detection, canopy delineation, and AI training	Kindly elaborate on the specific requirements for AI training and AI correlation, including the expected objectives, data inputs, processing methodologies, and desired outputs or outcomes from these activities.	Requirement stays as per the mentioned parameters of the RFP.
30.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-1, Page no. 5	The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 8 years.	Functional working space for a minimum of 8 years? "Eligibility criteria should not stifle competition" & Rigid Team Composition, Over-prescriptive and it focuses on inputs not outputs. GFR mentions Output-focused contracting and bidder shall provision what is required for the desired outputs and quote accordingly. We request you to remove the operational years as Excellency can lie with any firm. Years of operations shall not be taken as excellency in the subject matter. It also overlooked talented and innovators who don't have years of experience.	The request cannot be considered.
31.	General		JVs not allowed: - 1. No inclusive JVs, can provide better and focused and timely outputs if given a chance in such projects. As talent, infra and qualification criteria may or may not lie under a single organization, so missing of chances is more to have excellent outcome. 2. Amendment Request: i. We request to allow, JVs with following points: 1. Members of JVs 2 or 3 2. No restriction for prime bidder in terms of Qualifying Marks in Percentage/Total Marks.	JV/Consortium is not permitted.
32.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	Observation: 1. It violates of GFR 2017 Rule 173. Amendment Request: 1. So, kindly allow: 2. The bidders with condition to open the office after the award of the contract within stipulated time.	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
33.			Exemption for startups and MSMEs has not been mentioned in the RFP. Non-inclusive, startups can also provide better and focused outputs if given a chance in such service oriented projects. It Misses innovation & competition Plz refer: MSME Policy 2012; and Startup India. Amendment Request: We request to add the MSME/Startups as Government of India is focusing in promotion of startups.	The request cannot be considered.
34.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	Similar/ Comparable Experience	Unnecessarily narrow Ignores equivalent private/NGO work Pls refer CVC Circular 12-03- Amendment Request: 1. Kindly allow: a. Exemption for Start Ups and MSMEs: -As the Central Government focus on and looking to start ups to grow and flourish, so that they can contribute in "Attam Nirbhar Bharat" b. Any such project based on same mythology irrespective of area. c. Avoid area restrictions as most of the LIDAR projects covers lesser area due to cost component in India. The area restriction of 30 Sq. Km shall be avoiding completely.	The request cannot be considered.
35.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-4, Page no. 6	i. The bidder must have an average turnover of Rs. 3.00 Crore over the last three (3) financial years, i.e., FY: 2021-22, FY: 2022-23, and FY: 2023-24; ii. The bidder should have a positive net worth in each of the last three financial years.	Exemption in Financial Eligibility Unnecessarily narrow Ignores equivalent private/NGO work Pls refer CVC Circular 12-03 Amendment Request: 1. Exemption for Start Ups and MSMEs: -As the Central Government focus on and looking to start ups to grow and flourish, so that they can contribute in "Attam Nirbhar Bharat"	The request cannot be considered.
36.	Section-I; Instruction to Bidders; 14. Bid Security, Page no. 9	Bid Security	Relaxation in Bank Guarantee, if it can be after award of the project? Unnecessarily narrow Ignores equivalent private/NGO work Pls refer CVC Circular 12-03- Amendment Request: 1. Exemption for Start Ups and MSMEs: -As the Central Government focus on and looking to start ups to grow and flourish, so that they can contribute in "Attam Nirbhar Bharat"	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
37.	Section-I; Instruction to Bidders; 21. Payment Terms, Page no. 12	Payment Terms	Standardization of Deliverables. No quantification on satisfactory deliverables Amendment Request: 1. Request to add the quantification on satisfactory deliverables.	Shall be vetted by this office and its technical team.
38.	Section-I; Instruction to Bidders; 21. Payment Terms, Page no. 12	Payment Terms	Area is covering near 12,500 hectares. Phase wise mode of payment is not given. Bundle some payment mode of the project. Observation: Phases wise mode of payment is not mentioned in the RFP Amendment Request:	Yes, 10% Mobilization Advance will be considered provided the successful bidder submits a Bank Guarantee for 110% of the advance amount." Rest of the payment will be considered in consultation with the successful bidder.
39.		No mention of Joint Venture (JV) or Consortium participation	Given the project's complexity—combining LiDAR/Photogrammetry surveys, AI model development, field data collection, and operations across 170+ sites in 14 regions—we request that Joint Ventures (JVs) be permitted. This would allow specialized firms to collaborate for parallel execution, ensure better quality, and deliver within the 90-day timeline. Kindly clarify if JV participation is allowed, and if so, what documents (e.g., JV Agreement, financial/technical role split) are required.	JV/Consortium is not permitted.
40.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Pg no. 5	Requires experience in drone mapping with LiDAR /Photogrammetry for at least 30 sq. km. No mention of AI or ML-based seedling detection experience.	Since the scope of work includes AI model training, validation, and calibrated seedling map generation, will prior experience in AI-based forestry or geospatial analysis be included as a part of eligibility or evaluated separately under technical criteria? Kindly clarify if firms must demonstrate prior AI/ML experience to qualify.	Requirement stays as per the mentioned parameters of the RFP.
41.	Section-II, Scope of Services, Technical Requirements, Payload Pg no. 16	Drone must be capable of simultaneous LiDAR + RGB data acquisition	Based on a market survey of currently available Indian drone platforms, it is observed that most do not support integrated, simultaneous LiDAR+ RGB acquisition. Considering this practical limitation, kindly clarify whether two separate flights (one for RGB and one for LiDAR) over the same area will be acceptable, provided alignment is ensured. Also, is there any exemption to allow foreign OEM platforms or sensors, if operated and managed by an Indian-registered bidder?	Requirement stays as per the mentioned parameters of the RFP.

#	Reference	Existing Clause	Queries	PMU's Responses
42.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	Bidder must have executed one government drone mapping project ≥ 30 sq. km	Will projects executed for semi-government/private entities also be considered if supported by completion certificates?	The request cannot be considered.
43.	Section-II, Scope of Services, Scope of work, 5.2. Phase B – Simultaneous Data Collection, pg no. 15	Field data to be collected by bidder for each PMIS plot	Will forest department provide local field staff support during enumeration to ensure access and safety?	Yes, necessary field support will be provided.
44.	Section-II, Scope of Services, Scope of work, 5.2. Phase B – Simultaneous Data Collection, pg no. 15	Data to be uploaded to PMIS within 48 hrs of drone overpass	Can the timeline be relaxed in case of remote forest areas with limited internet access?	Yes, on unavoidable circumstances only.
45.	Section-II, Scope of Services, 7. Timelines, Pg no. 16.	90 days fixed timeline for entire project	Will there be any penalty for delays due to Force Majeure like weather conditions or government restrictions?	Yes, necessary penalty as per the contract agreement will be levied. (A corrigendum in this regard is being issued.)
46.	Section-IV, Price Schedule, Pg no. 23	Separate line items for LiDAR, Photogrammetry, Ground Truthing, AI, etc	Will payments be milestone-based per deliverable, or lump sum at end of project? Kindly confirm billing structure.	Yes, 10% Mobilization Advance will be considered provided the successful bidder submits a Bank Guarantee for 110% of the advance amount." Rest of the payment will be considered in consultation with the successful bidder.
47.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	Office must exist in Guwahati for 5years	If we partner with a local agency via MOU, will that fulfill the local presence requirement?	No. JV/Consortium participation is not permitted.
48.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-9, Page no. 7	Equipment The bidder shall submit an undertaking that the following minimum equipment's will be deployed for the assignment- drones , LiDAR units, high-resolution RGB cameras, GNSS/RTK equipment etc.	We would like to request that fixed-wing single engine manned aircraft equipped with airborne LiDAR sensor and camera should be considered for carrying out the survey. Given the scale of the project, manned aerial platforms offer superior coverage efficiency, higher altitude operation, and high-density point cloud data suitable for detailed tree canopy mapping. This method is widely used in large forestry applications and can significantly enhance data quality and project timelines. Kindly consider and confirm.	Requirement stays as per the mentioned parameters of the RFP.

#	Reference	Existing Clause	Queries	PMU's Responses
49.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	<p>Similar/Comparable Experience</p> <p>The bidder must have successfully executed the following works within the last eight years i.e. FY: 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25:</p> <p>i. At least one government project involving LiDAR and/or photogrammetry-based drone mapping covering a minimum area of 30 sq. km under a single work order.</p> <p>ii. Should have sufficient experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains, executed across one or more projects.</p> <p>iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested and rugged terrains.</p>	<p>We kindly request you to consider our experience using fixed-wing manned aircraft for LiDAR and photogrammetry-based aerial surveys as valid under the "Similar/Comparable Experience" requirements. These projects were carried out for government clients, covered large and challenging terrains including forested areas.</p> <p>Kindly consider and confirm.</p>	Requirement stays as per the mentioned parameters of the RFP.
50.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	<p>Local Presence</p> <p>The bidder must have a functional local office in Guwahati for at least the last five (5) years.</p>	<p>We would like to request the acceptance of an undertaking from our end at the time of bid submission, stating that we will establish functional local office in Guwahati immediately upon award of the contract.</p> <p>Please confirm.</p>	Request cannot be considered.
51.	Detailed IFB, sl. 5, pg no. 4	Bids, both Technical Part and Financial Part shall be submitted on or before 14:00 hours on 8 th July 2025.	We are requesting you provide at least 2 weeks' time from date of publishing the pre-bid clarifications for submission of Bid. Accordingly, please extend the submission date.	Request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
52.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	Local Presence - The bidder must have a functional local office in Guwahati for at least the last five (5) years.	We seek clarification on the requirement of having a functional local office in Guwahati for the past five years. We believe this criterion may limit fair competition and restrict participation from competent agencies with national-level operations but no prior presence in Guwahati. Suggestion: We request that this condition be reconsidered to promote broader participation. Instead of requiring an existing office for five years, the selected bidder can be mandated to submit an undertaking to establish a functional office in Guwahati within 30 days from the date of award, to ensure effective coordination with the authorities during project execution.	Request cannot be considered.
53.	Section-IV, Price Schedule, sl.4, pg no. 23	Ground-truthing field data collection for PMIS plots	We seek clarification on the scope and execution of the ground-truthing activity. a) Will the ground-truthing be carried out by the bidder or the concerned authority? b) If the responsibility lies with the bidder, kindly specify the expected methodology, type of instruments or equipment to be used, and the acceptance parameters for the collected data. c) Additionally, please clarify the required format, frequency, and any quality benchmarks for submission of the ground-truth data.	In scope of the bidder with standard Survey Equipment such as DGPS etc.
54.	Section-II, Scope of Services, Phase B clause C, pg no. 15	c) Photogrammetry Role: Generate high-resolution orthomosaics and 3D models using Structure from Motion (SfM) techniques to support gap detection, canopy delineation, and AI training. RGB cameras will perform vegetation classification by relying on texture, color, and spatial patterns. Photogrammetric outputs shall include orthomosaics, dense point clouds, and 3D surface models to support AI classification, while all bare-earth terrain modeling (DTM) shall rely solely on LiDAR returns.	We request clarification regarding the required photogrammetric deliverables. The clause mentions both <i>3D models using SfM techniques</i> and <i>3D surface models</i> . Could you please confirm whether the required deliverable is a 3D mesh model or if a dense point cloud (3D point-based model) would suffice? The current wording appears to conflate both, and we seek clarity to ensure the outputs meet expectations	Dense point cloud (3D point-based model)

#	Reference	Existing Clause	Queries	PMU's Responses
55.	Section-II, Scope of Services, Phase C clause b, pg no. 15	b. Train convolutional / point-based AI model using 70 % of plots; validate on remaining 30 %.	<p>Query: We request clarification regarding the timeline for AI model training and validation. As per our understanding, data processing and AI training cannot occur simultaneously. First, the complete dataset needs to be processed to generate usable inputs (e.g., orthomosaics, point clouds), after which the AI model can be trained on 70% of the data. Once training is complete, the remaining 30% can then be used for validation.</p> <p>Suggestion: In view of this sequential dependency, we request an extension or flexibility in the training and validation timeline to accommodate the time required for data processing, model training, and subsequent validation.</p>	The time line mentioned in the RFP shall be final without any further addition to it.
56.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-1, Page no. 5	The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 8 years Current Condition: A. It should be in continuous operation for a minimum of 8 years B. JVs not allowed.	<p>Point A: Current Condition: Company Age 8 years is too restrictive as it excludes competent newer firms. Justification: Kindly Note CVC:</p> <ul style="list-style-type: none"> i. "Eligibility criteria should not stifle competition" & Rigid Team Composition, Over-prescriptive and it focuses on inputs not outputs. ii. GFR mentions Output-focused contracting and bidder shall provision what is required for the desired outputs and quote accordingly. <p>Condition Removal Request: We request you to remove the operational years as excellency can lie with any firm. Years of operations shall not be taken as excellency in the subject matter. It also overlooked talented and innovators who don't have years of experience.</p> <p>Point B: Current Condition: JVs not allowed: Justification: Non-inclusive JVs, can provide better and focused and timely outputs if given a chance in such projects. As talent, infra and qualification criteria may or may not lie under a single organization, so missing of chances is more to have excellent outcome. So, kindly allow Amendment Request:</p> <p>We request to allow JVs with following points:</p> <ul style="list-style-type: none"> i. Members of JVs 2 or 3 ii. No restriction for prime bidder in terms of Qualifying Marks in 	Request cannot be considered JV/Consortium participation is not permitted.

#	Reference	Existing Clause	Queries	PMU's Responses
			Percentage/Total Marks. It will a support to Start UPs and MSMEs.	
57.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years. & Proof of local presence shall be submitted in the form of the last three (3) months' electricity bills or Guwahati Municipal Corporation (GMC) tax receipts or other verifiable government-issued utility/documentation. Current Condition: A 5-year Local Office Requirement is Excessively restrictive as it prevents capable national bidders. B. No Space for Start-ups after condition of 5 Years office space	Point A: Current Condition: 5-year Local Office Requirement is Excessively restrictive as it prevents capable national bidders. Justification: It violate of GFR 2017 Rule 173. Amendment Request: So, kindly allow: The bidders with condition to open the office after the award of the contract within stipulated time. Point B: Current Condition: Startups/MSMEs not allowed: Justification: Non-inclusive, startups can also provide better and focused outputs if given a chance in such service oriented projects. It Misses innovation & competition Pals refer: MSME Policy 2012; and Startup India. Amendment Request: We request to add the MSME/Start-ups as Government of India is focusing in promotion of startups.	Request cannot be considered.
58.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	The bidder must have successfully executed the following works within the last eight years i.e. FY: 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25: i. At least one government project involving LiDAR and/or photogrammetry-based drone mapping covering a minimum area of 30 sq. km under a single work order. ii. Should have sufficient experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains, executed across one or more projects. iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS / drone based large-scale mapping projects, particularly in forested and rugged terrains.	Point A: Current Conditions: Govt.-only & Rugged Terrain Experience: Justification: Unnecessarily narrow Ignores equivalent private/NGO work. Pls refer CVC Circular 12-03-10. Amendment Request: Kindly allow: a. Exemption for Start Ups and MSMEs: -As the Central Government focus on and looking to start ups to grow and flourish, so that they can contribute in "Attam Nirbhar Bharat" b. Any such project based on same mythology irrespective of area. c. Avoid area restrictions as most of the LIDAR projects covers lesser area due to cost component in India. The area restriction of 30 Sq. Km shall be avoid completely.	Request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
59.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-4, Page no. 5	i. The bidder must have an average turnover of Rs. 3.00 Crore over the last three (3) financial years, i.e., FY: 2021-22, FY: 2022-23, and FY: 2023-24; ii. The bidder should have a positive net worth in each of the last three financial years. & CA-certified copy of the Annual Turnover, along with the Profit & Loss Statements/Financial Statements for the last three financial years (i.e., FY 2021-22, FY 2022-23, and FY 2023-24) Current Conditions: Point: i, ii & iii	Point A: Current Conditions: High Financial Propositions. Justification: Unnecessarily narrow Ignores equivalent private/NGO work. Pls refer CVC Circular 12-03-10. Amendment Request: Kindly allow: a. Exemption for Start Ups and MSMEs: -As the Central Government focus on and looking to start ups to grow and flourish, so that they can contribute in " Attam Nirbhar Bharat "	Request cannot be considered.
60.	Section-I; Instruction to Bidders; 6. Pre-bid meeting, Page no. 7	Pre-Bid meeting shall take place at the following date, time and place: Date: 25th June 2025. Time: 12:00 Hours IST Place: Wildlife Conference hall, 2nd Floor, Arana Bhawan, Panjabari, Guwahati - 781037 (Assam). Current Condition: A. Physical Mode of Meeting	Point A: Current Conditions: As it is not mentioned that the virtual mode of meeting would be? Amendment Request: Kindly allow: Most of the time it got difficult to attend the pre-bid meeting as it requires multiple team mates to understand and raise Entire RFPs queries. So, we request to have the virtual way of Pre-Bid Meeting.	The online link for the pre-bid meeting has been shared with all bidders who requested participation via the online mode.
61.	Section-I; Instruction to Bidders; 14. Bid Security, Page no. 9	ii. Bank Guarantee issued by a Nationalized/Schedule Bank in India Current Condition: A. Bank Guarantee is mandatory as a part of bid.	Point A: Current Conditions: As it is not mentioned that the virtual mode of meeting would be? Amendment Request: Kindly allow: Most of the time it got difficult to attend the pre-bid meeting as it requires multiple team mates to understand and raise Entire RFPs queries. So, we request to have the virtual way of Pre-Bid Meeting.	The online link for the pre-bid meeting has been shared with all bidders who requested participation via the online mode.
62.	Section-I; Instruction to Bidders; 21. Payment Terms, Page no. 12	a) Payment shall be made after satisfactory delivery of services and certified by the concerned officer of the APFBC Society. Current Condition: A. Criteria of satisfactory deliverable is not given.	Point A: Current Conditions: No quantification on satisfactory deliverables. Amendment Request: Kindly allow: Request to add the quantification on satisfactory deliverables.	Shall be vetted by concerned representative of the Authority.
63.	Section-I; Instruction to Bidders; 21. Payment Terms, Page no. 12	a) Payment shall be made after satisfactory delivery of services and certified by the concerned officer of the APFBC Society. b) All payments to the	Point A: Current Conditions: Phases wise mode of payment is mentioned in the RFP Amendment Request: Request to divide the project payment in phase wise in terms of the completion of work. We	Yes, 10% Mobilization Advance will be considered provided the successful bidder submits a Bank Guarantee for 110% of the advance

#	Reference	Existing Clause	Queries	PMU's Responses
		successful bidder shall be made by Account Transfer only. c) All taxes (including GST, etc.) shall be dealt with as per the Govt. laws d) No advance payment shall be made. Current Condition: A. Project Area is covering near 12,500 hectare. Phase wise mode of payment is not given	proposes that it should be like: 1. Phase-1: 20% Payment on 20 % work 2. Phase-2: 40% Payment on 40 % work of remaining work 3. Phase-3: Complete Rest of the Payment after delivery of remaining work.	amount.” Rest of the payment will be considered in consultation with the successful bidder.
64.	Detailed Procurement Notice, sl. 5, Pg no. 4	A Bid Security of Rs. 8.75 Lakh.	Request you to exempt the EMD for MSME /NSIC Registered companies	Request cannot be considered.
65.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	We request you to remove this clause. We will provide a self-declaration stating that upon allocation of the work, we will set up our office in Guwahati.	Request cannot be considered.
66.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	Point No. 2 Local Presence: The bidder must have a functional local office in Guwahati for at least the last five (5) years	Request you to kindly allow bidders having offices in outside of Assam. Or Allow to submit an undertaken from the bidder considering to open office in Guwahati after winning the project.	Request cannot be considered.
67.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	Point no.3 Similar/ Comparable Experience: The bidder must have successfully executed the following works within the last eight years i.e. FY: 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25: a) At least one government project involving LiDAR and/or photogrammetry-based drone mapping covering a minimum area of 30 sq. km under a single work order. b) Should have sufficient experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains, executed across one or more projects. c. The bidder must demonstrate a	Request you to kindly consider 30 sq.km in a single order instead of cumulative work orders.	Request cannot be considered.

#	Reference	Existing Clause		Queries		PMU's Responses
		minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone based large-scale mapping projects, particularly in forested and rugged terrains				
68.	Section-II, Scope of Services, Objectives (b), Page no. 14	b) Produce validated seedling density and gap maps by correlating AI-detected seedlings with 1 ha Plantation Management Information System (PMIS) generated sample plots, using field data collected by the Service Provider as per Forest Department specifications.		Need clarity on this, use of AI/ML in this project. What methodology needs to be followed for specifically AI/ML work.		Methodology shall be freehand provided the deliverables required are met.
69.	Detailed Procurement Notice, sl. 5, Pg no. 4	Point no. 5. Bids, both Technical Part and Financial Part shall be submitted on or before 14:00 hours on 8 th July 2025 and must be accompanied by a Bid Security of Rs. 8.75 Lakh . Any bid or modifications to bid received after the deadline shall not be considered and returned unopened.		Request you to kindly exempt bid security for msme's'.		Request cannot be considered.
70.	Section-IV, Price Schedule, sl. 4, Page no. 14	Ground-truthing field data collection for PMIS plots		Request you to kindly provide Ground truthing data from your end/allow JV for the same.		Ground truthing to be done by bidder. JV/Consortium is not permitted.
71.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	Proof of local presence shall be submitted in the form of the last three(3) months electricity bills or Guwahati Municipal Corporation (GMC) tax receipts or other verifiable government issued utility/ documentation	The bidder must have a functional local office in Guwahati for at least the last Two (2) years .	Proof of local presence shall be submitted in the form of the last three (3) months electricity bills or Guwahati Municipal Corporation (GMC) tax receipts, Rent Agreement or other verifiable government -issued utility/ documentation.	Request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
72.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	The bidder must have successfully executed the following works within the last eight years.	The bidder must have successfully executed the any one of the following works within the last eight years.	Request cannot be considered.
73.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-6, Page no. 6	ISO 9001:2015 for Quality Management Systems (preferably obtained at least six (6) months prior to the date of floating this IFB	We request that valid ISO 9001:2015 certification, regardless of the issuance date, be accepted as long as it is valid on the date of bid submission, since the certification remains valid for three years with regular audits.	Yes. Will be considered.
74.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-10, Page no. 7	The bidder should have adequate insurance coverage for drone equipment and third-party Liability during operations.	Insurance coverage can be submitted post-award, as project-specific insurance will be arranged after contract finalization. Request to consider allowing this at the post-award stage.	Yes, will be considered.
75.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	The eligibility criteria mandate having a functional local office at Guwahati. Our firm currently has valid GST registration in another Indian state and we have regional offices at Kolkata, Hyderabad and head office at Gurugram, we are committed to obtaining office at Guwahati immediately upon award of contract. Kindly allow this flexibility. So that capable firms with national experience can participate. In alteration you may also allow ongoing project experience under the state of Assam in alteration to functional local office.	Request cannot be considered.
76.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone based large-scale mapping projects, particularly in forested and rugged terrains.	<p>We would like to bring to your kind attention that the current clause requiring a minimum of 8 years of experience in drone-based mapping projects may significantly limit the participation of technically competent and qualified companies. As drone technology is a rapidly evolving field, many capable firms have gained extensive experience in recent years with the latest advancements in RPAS technology, sensors, and processing methodologies.</p> <p>In view of this, we respectfully request you to consider modifying the clause as follows:</p> <p><i>"The bidder must have executed or have ongoing survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested, urban, or rugged terrains, within the last 8 years."</i></p> <p>This revision retains the emphasis on relevant and</p>	The professional experience has been demanded keeping in mind the challenging landscape upon which the forest area of Assam is spread across.

#	Reference	Existing Clause	Queries	PMU's Responses
			high-quality experience while ensuring a wider pool of qualified bidders, thereby enhancing competition and encouraging innovation.	
77.	General	There is no explicit information about JV/Consortium	As this project involves a combination of Drone-based services and Application Development, it requires a diverse set of technical capabilities and domain expertise. Enabling consortium participation will not only ensure a more robust and technically sound bid, but will also encourage collaboration among specialized agencies, ultimately contributing to the success of the project.	JV/Consortium is not permitted.
78.	Section-II, Scope of Services, & Timeline, Pg no. 16	Period of Completion - 90 days from the date of issue of the work order	As you are aware, Drone Survey operations are highly dependent on weather conditions, particularly factors such as wind speed, rainfall, and visibility. Adverse weather can significantly impact flight safety and data accuracy. In light of this, we kindly request you to consider incorporating some flexibility in the project timeline or allow for weather-related extensions, specifically for the drone survey component.	Request cannot be considered.
79.	Section-I; Instruction to Bidders; Pre-bid meeting, Page no.7	A Pre Bid meeting shall take place at the following date, time and place: Date: 25th June 2025. Time: 12:00 Hours IST Place: Wildlife Conference hall, 2nd Floor, Aranya Bhawan, Panjabari, Guwahati – 781037(Assam).	Request for online pre-bid meeting.	The online link for the pre-bid meeting has been shared with all bidders who requested participation via the online mode.
80.	Section-I; Instruction to Bidders; Pre-bid meeting, Page no.7	A Pre Bid meeting shall take place at the following date, time and place: Date: 25th June 2025. Time: 12:00 Hours IST Place: Wildlife Conference hall, 2nd Floor, Aranya Bhawan, Panjabari, Guwahati – 781037(Assam).	We request the Authority to conduct the proposed pre-bid meeting via Virtual mode through Webex meet or any other platform for wider participation and share us the link at tenders@satragroup.in	The online link for the pre-bid meeting has been shared with all bidders who requested participation via the online mode.
81.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 2, Page no. 5	Local Presence- The bidder must have a functional local office in Guwahati for at least the last five (5) years	At the stage of bid submission, kindly consider submitting an undertaking that we would establish a local office within 15 days on award of the contract	Request cannot be considered.
82.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- 3, Page no. 5	The bidder must have successfully executed the following works within the last eight years i.e. FY: 2017-18, 2018-	1. Kindly request to reduce the threshold of the required 30 sq.km area work in a single work order 2. Kindly consider the cumulative area of 20 sq km.	Request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
		19, 2019-20,2020-21, 2021-22, 2022-23, 2023-24 and 2024-25: i. At least one government project involving LIDAR and/or photogrammetry - based Drone mapping covering a minimum area of 30 sq. km under a single work order	Survey experience to comply with this condition	
83.	Section II, Scope of Services 4.Statistical Sampling Design Page 14	Plantation Block Area (ha) ≤ 50 - 3 plots (fixed minimum) 51 – 250 Area / 50 (≈ 2 %) > 250 Area / 60 (≈ 1.7 %)	Kindly let us know the Geographical spread of the locations to be surveyed. This is important to plan logistics and cost estimations Kindly elaborate.	Yes, the geographical spread of the 12,500 hectares of plantations across Assam shall be provided at a later stage.
84.	Section II, Scope of Services, 7.Timelines, Page 16	The work is to be completed within a total period of 90 days	Considering the weather conditions of the areas to be surveyed, kindly exclude Rainy season from the stipulated 90 working days within which survey is to be completed.	The request cannot be considered.
85.	Corrigendum to the IFB	Last date for submission of Bids: 8 July 2025.	We kindly request an extension of the bid submission deadline by 15 days from the date of publication of the pre-bid clarifications, to ensure that the outcomes of the pre-bid meeting are adequately incorporated into our proposal.	The request cannot be considered.
86.	General		Q1. Please advise if the consortium model of project execution is acceptable. If acceptable, please advise on the number of consortium partners permitted.	JV/Consortium is not permitted.
87.	Section-I, ITB clause 14 (i)	Bidders may submit their sealed envelopes containing the bids by post or by hand or drop in the box earmarked by the Employer.	Q2. Please advise on the mode of bid submission. All the original documents need to be submitted in hard copy format. Please confirm.	Yes. The mode of bid submission is offline.
88.	Corrigendum-2	The bid submission deadline has been extended to 8th July 2025	Q3. Please extend the bid deadline by another two (02) weeks.	The request cannot be considered.
89	Section III, Schedule of Requirements, Page no. 20	Tentative list of plantation sites for drone-based survey.	Q4. It is noted that there is duplicacy in the Forest Division listed under each Plantation Lot/Circle (e.g. Digboi, Doomdooma, Dima Hasao East, Dima Hasao West, Lakhimpur, Nagaon, Cachar, Dibrugarh Forest Divisions included in multiple Plantation Lot / Circles.)	The list of plantation sites includes plantations under Vendor, Joint Forest Management Committees (JFMC), and Departmental plantations. A detailed and consolidated list will be provided after the award of the contract to clarify inclusion and avoid

#	Reference	Existing Clause	Queries	PMU's Responses
				duplication.
90.	General		Q5. Please share the AOI (KML/Shapefile) files of the Forest Divisions and Plantation Lot/Circles for review which will assist the bidder in effort estimation.	Please refer to the reply at Sl. No. 19.
91.	General		Q6. In case of delay in getting DGCA and location permission then the department has to provide additional day for the same	In scope of the bidder with necessary aid from the department.
92.	General		Q7. In case of bad environmental conditions (Rainy and wind etc.) because of that drone flying get affected then additional days to be given for the same. Q8. Please share the standard SOP etc. for data capture and data ;processing in case it is mandatory to follow the process from the department	The process for the same is to be mentioned by the bidder in the methodology.
93.	Section II, Scope of work, Page no. 15	5.4 Phase D – Reporting & Handover (Day 71-90)	Q9. Please clarify and provide more details about the activity mentioned in the Phase D "c. Conduct one-day technical hand-over workshop".	As per the tender document.
94.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-1, Page no. 5	The bidder must be incorporated and registered in India under the Indian Companies Act, Societies Registration Act, Trust Act, or any other applicable Act in India. It should be in continuous operation for a minimum of 8 years.	Joint Ventures (JVs) are not allowed. Company Age Restriction: The 8-year operational requirement is overly restrictive, excluding competent newer firms. Per CVC guidelines, eligibility criteria should not stifle competition, and GFR emphasizes output-focused contracting. We request you to remove the 8-year operational requirement, as excellence is not solely tied to years of operation. This would support talented and innovative firms, including startups and MSMEs. JVs Not Allowed: Excluding JVs limits access to talent, infrastructure, and qualifications that may not reside within a single organization, reducing the potential for excellent outcomes. Kindly allow JVs with the following conditions: Limit JVs to 2 or 3 members, No restriction on the prime bidder's qualifying marks percentage/total marks to support startups and MSMEs.	The request cannot be considered. JV/Consortium is not permitted.
95.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-2, Page no. 5	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	5-Year Local Office Requirement: This requirement is excessively restrictive, preventing capable national bidders from participating, and violates GFR 2017 Rule 173. Kindly allow bidders to establish a local office within a stipulated time after contract award.	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
			Exclusion of Startups/MSMEs: The condition is non-inclusive, missing opportunities for innovation and competition from startups/MSMEs, as supported by MSME Policy 2012 and Startup India. Kindly Include provisions for MSMEs and startups to participate, aligning with Government of India's focus on promoting startups.	The request cannot be considered.
96.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-3, Page no. 5	The bidder must have successfully executed the following works within the last eight years i.e. FY: 2017-25: i. At least one government project involving LiDAR and/or photogrammetry-based drone mapping covering a minimum area of 30 sq. km under a single work order. ii. Should have sufficient experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a cumulative minimum coverage of 30 square kilometers in areas with dense vegetation and challenging terrains, executed across one or more projects. iii. The bidder must demonstrate a minimum of 8 years of professional experience in carrying out survey-grade RPAS/drone-based large-scale mapping projects, particularly in forested and rugged terrains.	The focus on government-only projects and rugged terrain experience is unnecessarily narrow, ignoring equivalent private/NGO work, as per CVC Circular 12-03-10. We request you to kindly <ul style="list-style-type: none"> Exempt startups and MSMEs to support "Atmanirbhar Bharat." Allow projects using similar methodologies, regardless of area. Remove the 30 sq. km area restriction, as many LiDAR projects in India cover smaller areas due to cost constraints. 	The request cannot be considered.
97.	Section-I; Instruction to Bidders; 2. Eligibility Criteria-4, Page no. 6	i. The bidder must have an average turnover of Rs. 3.00 Crore over the last three (3) financial years, i.e., FY: 2021-22, FY: 2022-23, and FY: 2023-24. ii. The bidder should have a positive net worth in each of the last three financial years.	High Financial Requirements: The financial criteria are overly restrictive, ignoring equivalent private/NGO work, as per CVC Circular 12-03-10. Kindly exempt startups and MSMEs to align with the Government of India's focus on fostering startups for "Atmanirbhar Bharat."	The request cannot be considered.
98.	Section-I; Instruction to Bidders; 14. Bid Security, Page	The bidder shall furnish, as part of their bid, a bid security in the amount	A Bank Guarantee issued by a Nationalized/Scheduled Bank in India is mandatory.	Submission of a Bank Guarantee from a Nationalized or Scheduled

#	Reference	Existing Clause	Queries	PMU's Responses
	no. 9	specified in the detailed IFB for this particular work. The bid security shall be in favor of the 'Assam Project on Forest and Biodiversity Conservation Society Phase II,' payable at Guwahati, Assam, in one of the following forms: i. Demand Draft/ Fixed Deposit Receipt (FDR) or Term Deposit Receipt (TDR) issued by Nationalized/Schedule Bank in India.; or ii. Bank Guarantee issued by a Nationalized/Schedule Bank in India.	Mandatory Bank Guarantee: The requirement for a bank guarantee may pose challenges for some bidders. Reconsider the mandatory bank guarantee to ease participation, particularly for smaller firms.	Bank in India is not mandatory . It is one of the acceptable modes for furnishing Bid Security, as specified in the bidding document. Bidders may choose from any of the permitted instruments for bid security submission.
99.	Section-I; Instruction to Bidders; 21. Payment Terms, Page no. 12	a) Payment shall be made after satisfactory delivery of services and certified by the concerned officer of the APFBC Society. b) All payments to the successful bidder shall be made by Account Transfer only. c) All taxes (including GST, etc.) shall be dealt with as per the Govt. laws d) No advance payment shall be made.	Payments are made after satisfactory delivery by account transfer, with no advance payment and taxes handled per government laws. The project covers approximately 12,500 hectares, but phase-wise payment is not specified. o Lack of Phase-Wise Payment Structure: The RFP does not outline a phase-wise payment mode for the large project area. Kindly introduce a phase-wise payment structure: o Phase 1: 20% payment upon completion of 20% of the work. o Phase 2: 40% payment upon completion of 40% of the remaining work. o Phase 3: Remaining payment after completion of the remaining work.	Yes, 10% Mobilization Advance will be considered provided the successful bidder submits a Bank Guarantee for 110% of the advance amount." Rest of the payment will be considered in consultation with the successful bidder.