

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: 31.07.2025

Time: 12:00 PM

Venue: Wildlife Conference Hall, Aranya Bhawan

IFB No. APFBC/PMU/Phase-II/DBS/2025/389/170, dated 25th July 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 : CF (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 Sagar Chetry : M/s GarudaUAV Soft Solutions Pvt. Ltd.

Representatives of the Firms (Virtually Present):

1. Shri Narender Kumar : M/s Geosolutions India

*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

Memo No: APFBC/PMU/Phase-II/DBS/2025/389/192-A

Dated 2nd August 2025

Copy to:

1. All concerned officials of the APFBCS joined the meeting.
2. Email to the Bidders: **(1) M/s GarudaUAV Soft Solutions Pvt. Ltd;** Email: Varsha@garudauav.com , tender@garudauav.com, Sanjay.Pathak@garudauav.com , anir@garudauav.com ; **(2) M/s Geosolutions India,** Email: naren@geosolutionsindia.com , amit.j@geosolutionsindia.com , khushpal@geosolutionsindia.com .




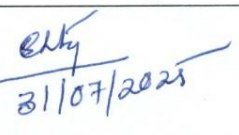
Annexe-1

Attendance Sheet for the Bid Opening of '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: 31st July 2025

Time: 12:00 PM

Venue: Wildlife Conference Hall, Aranya Bhawan, Panjabari

Sl.	Name of the Attendant	Designation	Email ID & Contact no.	Signature
1.	Shri Sunnydeo Indradeo Choudhary, IFS CCF (Central Assam Circle) & Activity Director (Plantation), APFBCS.	Chairperson	Sunny380@gmail.com 9401592905	
2.	Shri Rohini Ballave Saikia, IFS DCF, O/o the PCCF (Wildlife) & CWLW, Assam	Member	-	
3.	Shri Abhinav Singh Engineer (Building), APFBC Society	Member Secy.	-	 31/07/2025
4.	Sagor Chetry, Garuda VAV	Executive Business Development	chetry.sagor@garuda.com	 31/07/2025
5.	Narender Kumar	Geo Solutions India	-	Present online.

Annexure-2

Queries and responses regarding IFB No. APFBC/PMU/Phase-II/DBS/2025/389/170, dated 25th July 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.	Notice inviting bid, Detailed procurement Notice, Point. 04 Page no. 3.	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 Startup firms, in accordance with the applicable Government of India policies.	The request cannot be considered.
2.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- (Pre-Qualification Stage)-2. Local Presence, Page no. 4	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	<p>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.</p> <p>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 award of contract.</p>	The request cannot be considered.
3.	Section-I: Instruction to Bidders; Clause 21; Page No. 20-21	<p>ii. Technical Proposal Evaluation: For bidders who satisfy eligibility, the technical proposals will be evaluated and scored based on-</p> <ul style="list-style-type: none"> • Methodology and approach-30 Marks • Team qualifications and experience-30 Marks • Compliance with technical requirements-10 	We kindly request clarification regarding the term "Compliance with technical requirements", which carries a weight of 10 Marks,	As mentioned in the bidding document.
4.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- (Pre-Qualification Stage)-1. Legal Status and Incorporation, Page no. 4	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 5 years.	<p>Point A: Current Condition: Company Age 5 years is too restrictive as it excludes competent newer firms. Justification: Kindly Note CVC: 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</p>	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
			<p>bidder shall provision what is required for the desired outputs and quote accordingly.</p> <p>Condition Removal Request: We request you to remove the operational years as excellency can lies 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 lies under a single organization, so missing of chances is more to have excellent outcome. So, kindly allows Amendment Request: We request to allow JVs with following points: i. Members of JVs 2 or 3 ii. No restriction for prime bidder in terms of Qualifying Marks in Percentage/Total Marks. It will be a support to Start UPs and MSMEs.</p>	
5.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- (Pre-Qualification Stage)-2. Local Presence, Page no. 4	The bidder must have a functional local office in Guwahati for at least the last five (5) years.	<p>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 within one month after the award of the contract within.</p> <p>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/Startups as Government of India is focusing in promotion of startups.</p>	The request cannot be considered.

#	Reference	Existing Clause	Queries	PMU's Responses
6.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- (Pre-Qualification Stage)-3. Similar/ Comparable Experience, Page no. 4	The bidder must have successfully executed the following work within the last five years i.e. FY: 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25: i. The bidder must have experience in conducting drone-based surveys using LiDAR and/or photogrammetry techniques, with a minimum total coverage of 30 square kilometers of moderate/dense vegetation and challenging terrains, either under a single government project or cumulatively across multiple government projects.	Point A: Current Conditions: No Exemption for MSMEs and Startups Justification: Pals refer: MSME Policy 2012 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 avoiding completely.	The request cannot be considered.
7.	Section-I; Instruction to Bidders; 2. Eligibility Criteria- (Pre-Qualification Stage)-4. Financial Ability/Stability, 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.	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"	The request cannot be considered.
8.	Section-I; Instruction to Bidders; 6. Pre bid Meeting, Page no. 5	a) Prospective bidders are invited to participate in the pre-bid meeting scheduled to be held on the date, time, and venue specified below. Bidders may submit their written requests for clarification or suggestions, if any, on the bidding document in advance, for the consideration of the Employer. A Pre-Bid meeting shall take place at the following date, time and place: Date: 31st July 2025. Time: 12:00 Hours IST	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.

#	Reference	Existing Clause	Queries	PMU's Responses
		Place: Wildlife Conference Hall, 2nd Floor, Aranya Bhawan, Panjabari, Guwahati – 781037(Assam).		
9.	Notice inviting bid, Detailed procurement Notice, Point. 04 Page no. 3. Section-I; Instruction to Bidders; 14. Bid Security, Page no. 8	4. Bids, both Technical Part and Financial Part shall be submitted on or before 14:00 hours on 8th August 2025 and must be accompanied by a Bid Security of Rs. 8.75 Lakh. Point a) to Point f)	Point A: Current Conditions: Bid Security is mandatory as of 8.75 lakh. Amendment Request: Kindly allow: Bidding with Bid Security. Request to consider only Project Security after allotment of Project instead of Bid Security.	The request cannot be considered.