

MINUTES OF THE PRE-BID MEETING FOR PROCUREMENT OF DRONES

for

- i) **Encroachment Monitoring,**
- ii) **Forest Resource Assessment,**
- iii) **Plantation Monitoring &**
- iv) **Wildlife Surveillance, Tracking, and Monitoring of Stray Animals.**

Date: 27-03-2025

Time: 11:30AM

Venue: Wildlife Conference Hall, Aranya Bhawan

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-I/107, Dated 20/03/2025

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-II/86, Dated 20/03/2025

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-III/101, Dated 20/03/2025

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-IV/94, Dated 20/03/2025

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

Officials of the APFBCS:

1. Shri Prashant Dhanda, IFS : Activity Director (IT&GIS), O/o the PCCF & HoFF, Assam

Representatives of the Firms (Physically Present):

1. Shri Manish : M/s Garuda Aerospace
2. Shri Anandarup : M/s Marut Drones

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

1. The Activity Director 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.

Minutes approved

Sd/-
(Anurag Singh, IFS)
Project Director, PMU, APFBCS

Memo No: APFBC/PMU/Phase-II/PD/2023/326/Part-I/107

Dated 24th April, 2025

Copy to:

1. All concerned officials of the APFBCS joined the meeting.
2. Email to the Bidders: (1) M/s Garuda Aerospace; Email: guwahati@garudaerospace.com; (2) M/s Marut Drones; Email: suman.chatterjee@maru.com;

Annexe-1



Attendance Sheet for the Pre-Bid Meeting on

- 'Procurement of Drones for Wildlife Surveillance, Tracking and Monitoring of the Stray Animals under APFBC - Phase II'.
- 'Procurement of Drone for Encroachment Monitoring under APFBC - Phase II'.
- 'Procurement of Procurement of Drone for Forest Resource Assessment under APFBC - Phase II'.
- 'Procurement of Drone for Plantation Monitoring under APFBC - Phase II'.

Date: 27th March 2025

Time: 11.30 AM

Venue: Aranya Bhawan, Panjabari, Guwahati 37

Sl.	Name of the Attendant	Designation & Organization	Email ID & Contact no.	Signature
1.	MANISH	SR. V.P.	gawata guwahati@ garuda aerospace .com 9954068200	
2.	Anandarpda. 7075845365.	Z S M Marut Drone Tech Pvt. Ltd.	anandarpda@marutdrones .com	
3.				
4.				
5.				

Annexure-II

Queries and Responses on the

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-I/107

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-II/86

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-III/101

T. O. IFB No: APFBC/PMU/Phase-II/PD/2023/326/Part-IV/94

Dated Guwahati the 27th of March 2025 for

Procurement of Drones for-i) Encroachment Monitoring, ii) Forest Resource Assessment, iii) Plantation Monitoring & iv) Wildlife Surveillance, Tracking, and Monitoring of Stray Animals.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
1			Whether MSME exemption will be allowed or not	Yes. Please refer to Section II– Bid Data Sheet (BDS) ITB 19.1.
2			Provision of online submission or not	No change. Provision for online submission of bid not there.
3			In this tender Forest & Biodiversity Conservation - Phase II The bid security amount is different. Page no 3 and page no 20.	Typographical error. For bid security amount, please refer point 5 of page number 3.
4			Eligibility criteria : Avg Turnover – Rs.6.5 Mn, Past-Experience min 2 contract – Rs. 3.6 Mn, (Single entity or JV allowed)	JV allowed.
5			compliance requirements : DGCA Type certification on all the drone requirement to be relaxed, OEM will provide Model UIN	Not Accepted. DGCA Type certification is a must requirement.

6			<p>Scope of work and deliverables – Clearly defined. Repair & Maintenance time lines to be relaxed (OEM will define what is minor & Major repair, based on which the timeline will be defined) The repair time starts once the type of repair is identified & the Drone being available with the OEM (Major repairs will be done at the factory)</p>	<p>Not Accepted. However timelines can be considered within negotiable parameters as applicable for industry standards</p>
7			<p>Pricing structure and payment terms – (30% Advance payment on contract signing, 60% on Delivery & 10% on Acceptance)</p>	<p>Not Accepted. Original Payment Terms stand.</p>
8			<p>Technical specifications – 1 Multispectral, 1 Lidar, 1 RGB & 1 Surveillance Drone. Overall specs are same. Need relaxation on GCS display size, GSM tracker & on the Optical zoom payload (20X Optical & 10X digital to be relaxed to 10 X optical & 3X Digital)</p>	<p>Not accepted. Original Specs stand.</p>

9			<p>evaluation parameters – During Evaluation (detailed table of marks given for each feature), there are capabilities requested, which can be produced only after post processing, will the purchaser give time for the same, ex. Orthomosaic 2D/3D model, GeoTiff image, Tree counts, identify Encroachment, these are software driven & can be showcased only post processing.</p>	<p>Yes, time would be provided for post data processing.</p>
10			<p>Competitor landscape and potential concerns – Spec sheet looks to leaning towards 1 or 2 players. As hardly 1 or 2 OEM’s have TC for all the 4 requirements</p>	<p>Specification sheet has been prepared as per department's need and not in favour of any specific OEM.</p>
11			<p>Any specific clarifications needed from the client – 3-year comprehensive Onsite warranty, will be applicable if the problem is L1, anything beyond the drone needs to be sent back to the factory. Physical damages & accidents by operator will not be covered, OEM has the sole discretion to determine if the repair/replacement falls under warranty post verification of log files.'</p>	<p>Not accepted.</p>

12			<p>Our Points For The Relaxation Are As Follows: There should be a mechanism to lock a selected target and track its movement through drone e.g. stray wild animal is target locked during a rescue exercise and assist in its rescue back to habitat. Should have availability of secure live feed to command and control and API integration with application for live streaming.</p>	<p>Not Accepted. This is a must requirement.</p>
14			<p>Financial: Positive Net Worth for the last three (3) years.</p>	<p>Yes. Positive Net Worth for the last 3 years.</p>