
West Bengal Electronics Industry Development Corporation Limited

Webel Bhavan, Block – EP and GP, Sector V, Bidhannagar, Salt Lake, Kolkata – 700 091
Phone: 91-33-2339-2228/226/327/316 • Fax: 91-33-2357-1739/1708 • email: contact@webel-india.com

INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR

Empanelment of Partner for Drone based Service Provider for Government Business Functions

EOI NO. : EOT/COM/18-19/00081 DATE 16.11.2018

DGM (Commercial) on behalf of
West Bengal Electronics Industry Development Corporation Limited,
Invites- EOI for the above-mentioned purpose.

Brief Description of Work	Earnest Money Deposit(EMD) [Refundable]	Last Date and Time of Tender Submission (offline)	Date and Time of Opening of Tender (offline)
Empanelment of Partner for Drone based Service Provider for Government Business Functions	Rs 50,000.00 (Rupees Fifty Thousand only) in the form of a DD Drawn in favour of WBEIDC Limited, payable at Kolkata.	07-12-18 at 15:00 Hrs	10-12-18 at 12:00 Hrs
BID Opening Venue	WEST BENGAL ELECTRONICS INDUSTRY DEVELOPMENT CORPORATION LIMITED, Webel Bhavan, Block - EP & GP, Sector - V Bidhannagar, Salt Lake Kolkata 700091.		

For Commercial Queries, Contact: Mr. Pratul Show, Dy.G.M. (Commercial) E
Mail: pratul.show@webel-india.com.

For Technical Queries, Contact: Mr.Sanjib Banerjee, Software Delivery Manager E Mail:
sanjib.banerjee@webel-india.com.

1. Objective

The Government of West Bengal has been leveraging technology for real-time governance to enable effective and efficient service delivery to the citizens.

Keeping in view the potential of drones, the Govt. Of WB intends to expand the utilization of drones in various sectors such as police, mining, municipal administration & urban development, agriculture & allied sectors, disaster management, survey, tourism, project/asset monitoring, HT Line Inspection, etc.

As Department Of Civil Aviation on 28-Aug-2018 published a press release principally agreeing to make DRONE flying in Indian territory legal, which is going to be effective on and from 1st Dec 2018, for which the detailed notification is following.

Therefore, WEBEL being the nodal agency for the Govt. Of West Bengal, for monitoring the DRONE related service and governance, intends to empanel drone service providers for providing drone based services to government departments such as police, mining, municipal administration & urban development, agriculture & allied sectors, disaster management, survey, tourism, project/asset monitoring, Power etc. The service provider is expected to undertake the drone based surveys, capture high resolution images / videos, prepare 2D maps & 3D models and other analytics based outputs which can facilitate effective real-time governance.

WEBEL, with an intention to encourage Drone Services, is inviting applications from the organizations having practical experience as a drone based service providers across the country to get empanelled with WEBEL and provide Drone- based services to different departments of West Bengal.

2. Instruction to bidders:-

Date & Time Schedule:-

Activity / Event Description	Date	Time
Last Query Submission	30-11-18	16:00 Hrs
Publishing Last Corrigenda (if any)	03-12-18	16:00 Hrs
Submission of Bid(s)	07-12-18	15:00 Hrs
TECHNO COMMERCIAL Opening	10-12-18	12:00 Hrs

Bid Documents should contain the following:

- a. Application for DRONE BASED SERVICE signed by the authorized person of the bidder in their letter head.
- b. Necessary EMD (Earnest Money Deposit) (refundable) shall be submitted along with the bid by D.D drawn in favour of WBEIDC limited from any Schedule Bank payable at Kolkata.
- c. Interested Bidders are required to submit their techno-commercial proposal in a sealed envelope as per instructions given below: - The firm shall seal & mark various parts of the proposal as follows: The EOI document in one envelope super-scribed with words: - “Empanelment of Partner for Drone based Service Provider for Government Business Functions”. “EOI NO: EOT/COM/18-19/00081 DATE 16.11.2018 “& “Do Not Open Before 10.12.2018, at 12:00 Hrs””.

This envelope will also contain the EMD (if the tender document is downloaded from the website) in separate small envelope inside it. The sealed envelope containing the sealed Techno-Commercial Bid should be addressed to the Deputy General Manager (Commercial), WBEIDC Limited, Block-EP & GP, Sector –V, Salt Lake, Kolkata -700 091, through post / speed post / Courier or dropped personally within the stipulated time in the tender box kept with him. No other mode of delivery shall be accepted. WBEIDC Ltd will not be responsible for any postal delay. Late submission of Bid will not be accepted.

3. Scope of Work

1. GIS mapping
2. Multispectral Imaging
3. Mining Area and Volumetric Analysis
4. Orthomosaic Generation
5. DSM, DEM and DTM
6. Surveillance and Reconnaissance
7. Progress Monitoring of Projects with Geo Tagged Progress data
8. Disaster management Applications
9. Videography
10. City Planning
11. High Rise Structural Inspection
12. Solar Panel Survey
13. Agricultural Land Survey
14. Irrigation and River Embankment Survey
15. Highway Survey

4. Eligibility Criteria

SL NO	Eligibility Criteria	Documents to be submitted
1	The Bidder Must be a registered company registered under Indian Companies Act 1956 licensed to provide services tendered for and should be in existence for a minimum for 03 years as a registered company having their Registered office in West Bengal.	Copy of Certificate of Registration /Incorporation.
2	The Bidder should be established DRONE based service provider and is fully equipped with flying equipment like Fixed Wing, Quadcopters with Data processing software facility and the gadgets for carrying out the survey through DRONE.	Proof of Compliance in support may be provided.
3	Bidder should have valid GSTIN registration number, PAN & Trade License.	Attach relevant documents.
4	The Annual sales overall turnover of the Proposer from drones based services in the last 1 (One) financial year, Should be Rs.1, 50, 00,000 - (One Crores Fifty Lacs Rupees Only) in India. A minimum of 80% of the annual business revenue of the [proposer should be generated from DRONE services and not from the sales of DRONE either fixed wing or quadcopter or any other HARDWARE.	Proposer should submit their audited financial report in support of the same.
5	The Bidder must have a local office in Kolkata, operational for the last 3 years to Render timely local support.	Copy of lease agreement to be submitted or an address proof to be Submitted.
6	The bidder should have positive net- worth in the last three (3) financial years as on 31/03/2018.	Copy of the audited Balance Sheet and Profit & Loss Statement of the company and Certificate from the Chartered Accountant.

7	Preferably the bidder should also have the relevant Data Security related Quality Standard.	Attach Relevant documents
8	The bidder should not have defaulted / blacklisted / debarred regarding bad performance / delivery in any State Govt., Central Govt. and PSUs of India at the time of bidding.	Self-declaration regarding the same on the bidder's Letter Head.
9	The bidder must have a full featured and ready solution for the above requirement and the same should be demonstrated on the next working day from the EOI submission, failing which the application will be liable to be rejected.	Self-declaration Regarding the same on the bidder's Letter Head.
10	The bidder must have at least one book scanner in their own inventory.	Self-declaration regarding the same on bidder's Letter Head.
11	The bidder must have all necessary certificates to fly DRONES like UIM etc. Also their Pilots must possess valid license for flying the DRONES.	Copy of certificates to be produced
12	The proposer should be able to deploy resource pool of a minimum of 10 at any site of West Bengal, including Drone Pilots, and Backhand resource.	Self-declaration to be submitted
13	Proposer should have a minimum of 20 resources, including Pilots Fully conversant with Drone operation and technology.	Self-declaration to be submitted.
14	The bidder must be a DGCA approved training organisation.	Copy of DGCA approval letter for being authorised training organisation.

TECHNICAL ANNEXURE

Annexure-I

S No.	Technical Criteria	Criteria	Document Proof
1	Post Processing Capability <ul style="list-style-type: none"> ● Ortho ● GIS ● Progress monitoring 	Minimum Process <ul style="list-style-type: none"> ● 2 sq. km/day 2-5cm GSD(double grid) ● 5 sq. km/day 2-5cm GSD(single grid) 	Reports and Presentation
		With DGPS corrections 0.5 sq. km/day	Reports and Presentation
		Patching of Multiple processed areas into one base map with referencing (Orthorectification) for minimum 200 to 1500 sq. km	Define procedures and submit reports
		Linear Orthorectification capabilities and procedure(for roads)	Define procedures and submit reports
		Required X,Y,Z accuracy 5cm - 5m (minimum)	Reports and technical demonstration
		Object Identification, Features and boundary demarcation(Roads, Buildings, Electric poles etc.,)	Reports and technical demonstration
		BIM model representation	Reports and samples
		3D models, Point cloud	Reports and samples
		Key Personnel of the company should have minimum of 5 years' experience	Resume and outputs
2	General Technical Capability	Experienced team members with complete knowledge of drones and its operations	Resume of the team
		In case of a Manufacturer, proposer should hold Manufacturer License and own various sensors like <ul style="list-style-type: none"> • Day camera • Thermal sensor • Multispectral 	License copy, Self Declaration

		Presentation showcasing their technical capabilities both in terms of resources and strategies towards project completion	Presentation with proof of their previous works and outputs with client's acknowledgement

The bidder will be evaluated based on the past experience, readiness of the solution which will be decided by WEBEL, which will be considered to be final.

Necessary EMD (Earnest Money Deposit) (refundable) shall be submitted along with the bid by D.D drawn in favour of WBEIDC limited from any Schedule Bank payable at Kolkata.

5. Terms & Condition

- a. Intending Bidders to download the tender documents from the Website <https://www.webel.in>.
- b. Empanelment will be valid for a period of three (3) year from the date of empanelment. This may be subjected to extension for future period.
- c. The validity period of the D.D shall not be less than 90 days from the Bid due date. The EMD amount shall be returned to the unsuccessful bidders without any interest in the form of account payee cheque only.
- d. Job will be entrusted to the Successful bidder through tendering process from within the successful empanelled bidders.

- e. The Bidders are required to give a declaration in their respective letter heads that they have not been banned at any point of time by any Government Agency/ Government Department / Public Sector Undertaking (PSU) / Board / Council or similar organization from doing business with such entity. If any Government Agency/ Government Department / PSU / Board / Council or similar organizations have banned the Bidder in the past, such facts required to be expressly disclosed.
- f. Tender committee reserves the right to cancel the EOI process without assessing any reason to any respondent.
- g. Tender committee reserves the right to ask for any document found deficient or additional as mentioned in this EOI.
- h. Tender committee reserves the right to assign successful bidder a particular geographical territory or customer.