

**West Bengal Electronics Industry Development Corporation Limited**

Webel Bhavan, Block – EP and GP, Sector V, Bidhannagar, Salt Lake, Kolkata – 700 091  
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**INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR**

**Empanelment of Organizations in various areas of Drone**

**EOI No. : EOT/COM/20-21/00003 DATE 30-05-2020**

General Manager (Commercial) on behalf of West Bengal Electronics Industry Development Corporation Limited invites- Expression of Interest for the above-mentioned purpose.

<b>Brief Description of Work</b>	<b>Earnest Money Deposit(EMD) [Refundable]</b>	<b>Last Date and Time of Tender Submission (offline)</b>	<b>Date and Time of Opening of Tender (offline)</b>
<b>Empanelment of Organizations in different Drone based areas</b>	Rs 50,000.00 (Rupees Fifty Thousand only) in the form of a DD Drawn in favour of WBEIDC Limited, payable at Kolkata.	22-06-2020 at 17:00 Hrs	26-06-2020 at 14:30 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:

1. Mr. Pratul Show, G.M. (Commercial) Email: [pratul.show@webel-india.com](mailto:pratul.show@webel-india.com).
2. Mr. Kausik Halder, Asst. Manager (Commercial) Email: [halder.kausik@webel-india.com](mailto:halder.kausik@webel-india.com).

For Technical Queries, Contact:

1. Mr.Sanjib Banerjee, Software Delivery Manager Email: [sanjib.banerjee@webel-india.com](mailto: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 in coming days the Government of West Bengal 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 pertains to Government as well as Citizen functions.

Director General of Civil Aviation, Govt of India has announced different policies and guidelines related to Drone during 2018 and 2019 principally agreeing to make DRONE flying in Indian Territory legal through a basic framework for regulating drone.

As a Nodal Agency of Department of Information Technology and Electronics, Govt of West Bengal West Bengal Electronics Industry Development Corporation Limited (WEBEL) intends to empanel organizations for:

1. 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.
2. Manufacturing/assembling/testing of Unmanned Aircraft System (UAS) as per guideline provided by Director General of Civil Aviation, Govt. Of India.
3. Providing drone based Training both for Operational and Maintenance of Drone to different user organizations/departments/individuals
4. Any other services related to Unmanned Aircraft System (UAS) for real-time governance

## 2. Instruction to bidders:-

### Date & Time Schedule:-

Activity / Event Description	Date	Time
Last Query Submission date	09-06-2020	16:00 Hrs
Pre-Bid Meeting date	12-06-2020	15:00 Hrs
Publishing Last Corrigenda (if any)	17-06-2020	16:00 Hrs
Bid submission last date	22-06-2020	17:00 Hrs
Technical Proposal Opening	26-06-2020	14:30 Hrs
Intimation of Qualified Bidder	To be notified later on	

Bid Documents should contain the following:

- a. Application for empanelment in any one or more areas for DRONE BASED SERVICE as mentioned in the Scope of Work Section signed by the authorized person of the bidder in their letter head with all supporting documents
- b. Necessary EMD (Earnest Money Deposit) (refundable) shall be submitted along with the bid by Demand Draft 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 Organizations works on Drone”. “EOI NO.: EOT/COM/20-21/00003 DATE 30-05-2020 “& “Do Not Open Before 22-06-2020, at 17:00 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 Technical Bid should be addressed to the 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 WBEIDC. 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 with areas & sub-areas

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

Since the drone market space is set to grow at an exponential rate, with new applications emerging almost every day, WEBEL sees this as an opportunity to put the state of West Bengal on the global 'drone map' and intends to enter into an MoU with prospective manufacturers / assemblers of UAV and components thereof which conform to state-of-art technology.

To grow the drone ecosystem, an important resource is trained man power and WEBEL intends to set up training centres, in collaboration with empanelled organizations, for skill development in areas of piloting UAVs, maintenance of hardware, servicing, repairing and different application software etc.

1. 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 through the following:
  - a) GIS mapping
  - b) Multispectral Imaging
  - c) Mining Area and Volumetric Analysis
  - d) Ortho-mosaic Generation
  - e) DSM, DEM and DTM
  - f) Surveillance and Reconnaissance
  - g) Progress Monitoring of Projects with Geo Tagged Progress data
  - h) Disaster management Applications
  - i) Videography
  - j) City Planning
  - k) High Rise Structural Inspection
  - l) Solar Panel Survey
  - m) Agricultural Land Survey
  - n) Irrigation and River Embankment Survey
  - o) Highway Survey
2. Manufacturing/assembling/testing of Unmanned Aircraft System (UAS) as per guideline provided by Director General of Civil Aviation, Govt. Of India in the following areas:
  - a. Design Consultancy Contract for Novel applications
  - b. Market Research
  - c. Assembly of Drone
  - d. Manufacturing of components such as ESC,flight controllers
  - e. Testing of Drone

3. Providing drone based Training, both for Operational and Maintenance of Drone to different user organizations/departments/individuals
  - a. Training of Drone Pilot for Drone Operation
  - b. Training for Drone Maintenance
4. Any other services related to Unmanned Aircraft System (UAS) for real-time governance & Citizen-centric Service Delivery

An interested organization may apply for empanelment in any one or more categories as mentioned in the Scope of Work

#### 4. Eligibility Criteria

SL NO	Eligibility Criteria	Documents to be submitted	Applicable for
	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.	All categories as per Scope of Work
	The Annual sales overall turnover of the Proposer from drones based services in the last 1 (One) financial year, Should be Rs. 50, 00, 00 - (Fifty Lacs Rupees Only) in India. A minimum of 80% of the annual business revenue of the bidder should be generated from DRONE business	Bidder should submit their audited financial report in support of the same.	All categories as per Scope of Work
	The Bidder must have completed/on-going at least one assignment during last three year ending 2019	Attach relevant documents.	Category-1 & Category-3
	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.	All categories as per Scope of Work
	Bidder should have valid GSTIN registration number, PAN & Trade License.	Attach relevant documents.	All categories as per Scope of Work
	The bidder should have positive net- worth in the last three (3) financial years as on 31/03/2019.	Copy of the audited Balance Sheet and Profit & Loss Statement of the company and Certificate from the Chartered Accountant.	All categories as per Scope of Work
	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.	All categories as per Scope of Work
	The bidder must be a DGCA approved organisation	Copy of DGCA approval letter for being authorised organisation.	Category-1 & Category-3

	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 as per Annexure-I	Proof of Compliance in support may be provided.	Category-1 & Category-3
	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	Category-1 & Category-3
	Preferably the bidder should also have the relevant Data Security related Quality Standard as per Annexure-I	Attach Relevant documents	Category-1 & Category-2
	The Bidder 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	Category-1 & Category-3
	The Bidder should have a minimum of 20 resources, including Pilots Fully conversant with Drone operation and technology.	Self-declaration to be submitted & Resume of the Pilot	Category-1 & Category-3
	The physical infrastructure of class rooms, laboratory and library should be as per Annexure– II & III	Relevant documents to produce the physical infrastructure in place	Category-3
	The Bidder should hold Manufacturer License and own various sensors like <ul style="list-style-type: none"> <li>• Day camera</li> <li>• Thermal sensor</li> <li>• LiDAR</li> </ul>	Licence copy & self declaration	Category-2
	The Bidder should have a minimum of 20 technical skilled resources, fully conversant with Drone manufacturing /assembling /testing	Presentation showcasing their technical capabilities both in terms of resources and strategies towards project completion Resume of the resources	Category-2
	The Bidder should have a manufacturing setup for Drone manufacturing /assembling /testing	Relevant document	Category-2

# ANNEXURES

## Annexure-I

SN	Technical Criteria	Criteria details	Document Proof
1	<ul style="list-style-type: none"> <li>• Ortho</li> <li>• GIS</li> <li>• Progress</li> <li>• Monitoring</li> </ul>	Minimum Process <ul style="list-style-type: none"> <li>• 2 sq. km/day 2-5cm GSD(double grid)</li> <li>• 5 sq. km/day 2-5cm GSD(single grid)</li> <li>• With DGPS corrections 0.5 sq. km/day</li> <li>• Patching of Multiple processed areas into one base map with referencing (Ortho-rectification) for minimum 200 to 1500 sq. Km</li> <li>• Linear Ortho-rectification capabilities and Procedure(for roads)</li> <li>• Required X,Y,Z accuracy 5cm - 5m (<b>minimum</b>)</li> </ul>	Reports and Presentation  Define procedures and submit reports
2		Object Identification, Features and boundary demarcation(Roads, Buildings, Electric poles etc.)	Reports and Presentation
3		BIM model representation 3D models, Point cloud	Reports and samples
4		Key Personnel of the company should have minimum of 5 years' experience	Resume and outputs

## Annexure-II

Instructor eligibilities:

- A. Must have a Commercial Pilot License (CPL).
- B. Commercial and Military (minimum 3years) UAV experience.
- C. Maintenance and Technical experience of civilian and Military Drones.
- D. Well conversant with DGCA and ICAO law.
- E. Preferably from Engineering background.
- F. Preferably have the “Train the Trainer Certificate” from a recognized institute.
- G. Preferable having DRONE assembly training from any reputed organization.

## Annexure – III

### CLASS ROOM / LABORATORY / LIBRARY CRITERIA:

1. 2 (two) class rooms of minimum 300sq ft each for sitting capacity of 30 students with projector or SMART TV facility.
2. 1 (one) room for Instructor.



3. 1 (one) room of minimum 300 sq ft for Laboratory & Library purpose and there should be minimum 5 computers with internet facility so that students can update themselves at any time during the training.
4. The laboratory and library room must contain spare parts of DRONE for DRONE assembling training.
5. The library should have at least 500 books (may be eBooks) including national and international journals on Drone and its applications.
6. Must have an enough wide open space for DRONE practical (flying) training.

### **Terms & Conditions for Empanelment**

The following are the procedures that will be followed in the empanelment process:

1. Intending Bidders to download the tender documents from the Website <https://www.webel.in>
2. The applicant should submit all the necessary documents / proofs / self-declaration as mentioned in the table above to record their participation
3. After submission of all necessary documents as mentioned, WEBEL will carry out an evaluation process in order to shortlist the eligible applicants
4. The shortlisted applicants will be called to give a technical presentation to the WEBEL Technical Committee
5. 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
6. After the evaluation of the technical presentation, the Empanelled members will be informed by WEBEL via a Letter of Empanelment/ Letter of Award
7. Empanelment will be valid for a period of three (3) years from the date of empanelment. This may be subjected to extension for future period.
8. 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.
9. Job will be entrusted to the Successful bidder through tendering process from within the successful empanelled bidders
10. Tender committee reserves the right to cancel the EOI process without assigning any reason to any respondent.
11. Tender committee reserves the right to ask for any document found deficient or additional as mentioned in this EOI.
12. Tender committee reserves the right to assign successful bidder a particular geographical territory or customer