

Response to Pre-Bid Queries SBI Life Insurance Natraj Boardroom				
Sr. No.	Page /Clause No	Clause	Query	SBIL Response
1	Page 1 Annexure1: Scope of the Work (Functional Requirement)	We wish to replace the present 103-inch Plasma Panasonic display with a 130-inch display supporting 4K functionality along with the associated Devices.	Here it is mentioned Display 4K support whereas in technical specification resolution is 1920x 1080 Pls. clarify the resolution	The Screen should have minimum specs as defined but the supporting devices should be able to support 4K Technology.
2		Cable cubbies should have HDMI as well as USB-C inputs	Do we require both HDMI and USB-C or only one as at a time anyone port can be used for presentation so can we consider HDMI- USB-C cable that can be connected to the HDMI port	As mentioned we require both HDMI and USB-C inputs
3		Projector model No not mentioned	Make / Model???	NEC Projector NP2250G2
4		Point no. 9 – Inputs to be considered	The Existing Blu Ray Disk Interface is not mentioned, Should the same be considered in design upgrade or additional to be considered	No the same is not required
5	Page 2 Annexure1: Screen Specification	Pixel pitch ???	Not mentioned	Pixel Pitch should 1.2 or less
6		Inbuilt Connectivity Ports: 3 x HDMI, 2 x USB, Control Port, Audio out.	We propose 2 HDMI, 1 DP , 1 USB, control Port and Audio. Please confirm why 2 USB required?	2 HDMI, 1 DP , 1 USB, 1 control Port and 1 Audio.
7	Page 3 of File Name: Annexure1_SOW.pdf Serial No. 5 - Cable Cubby:	Let us know the use of HDMI to USB 3.0 convertors and how shall they be connected in the setup.		This is part of the RFP and should be provided for Future use.
8		Let us know the use of HDMI to VGA Convertor and how shall they be connected in the setup because the current system shall be upgraded to 4K and VGA does not support 4K Resolutions.		The convertor will be used when any device having only VGA port is to be connected.
9		Does this system want to be used for cloud calling also (Teams /Zoom/ Webex etc) ? if yes then it should be mentioned in the scope of work.		The facility should be available not necessary .It will be an added advantage.
10		Kindly confirm multiwindow inputs on the LED screen as this is not mentioned in the tender.		The same is not compulsory as we are already using a screen projection system. Such facility will be an added advantage.
11	Page 5 of RFP: 3.1 Eligibility Criteria: Ponit No 2	The bidder should be a Limited company registered under the Companies Act, 1956. The company/firm should be in existence for more than 5 years.	Our Organization is Private Limited company . We can submit Certificate of Incorporation for the same.	Yes Certificate of Incorporation will do.
12	Eligibility Criteria : Page no 5 Point no 3.1)	The bidder must have on its roll an adequate technically qualified professionals in AV systems	Request you to ask for at least 1 professional with “AVIXA CTS certified ” on company payroll	The certification provided by the Vendor will be evaluated by the committee
13	Eligibility Criteria Page no 6 Point no 3.1 (8)	Minimum Annual Turnover should be at least Rs. 150 Crores in each of the preceding three financial years	Request you to allow other bidder to participate and changing “Minimum Annual Turnover should be at least Rs. 15-20 Crores in each of the preceding three financial years” . We have installed 130” LED display with AV solution worth 5-10Cr	The eligiblity criteria cannot be changed.
14	RFP Main document Page No. 4	Time schedule	We request for an extension of 1 week ie. 5th April for submission date, considering 29th March a public Holiday	5th April 2021 is accepted considering the financial year end
15		Supply Charges 80% Payment of Hardware Post successful Power-ON Self-Test of full BoQ and acceptance by SBI Life AV Team, Remaining amount post successful implementation sign off.	Request you to modify the caluse as: 80% Payment of supply against delivery, 10% payment against installation & remaining 10% against project Signoff	80% Payment of against Material delivery,remaining payment againts project sign off. The implementation charges will be after project sign off
16	Annexure 1 Page no. 2, Sr. No. 1 Screen Specification	Brightness (TYP): Min. 800 nits and more Brightness (TYP): Min. 500 nits and more	800 nits Typical brightness is very high considering indoor usage. Most of indoor Displays designed for Meeting room Usage have Typical brightness of 350 nits or 500 nits. We request to modify specification to 500 nits or Higher. Minimum 800 nits (TYP) will be very bright for indoor Meeting room usage Leading for the front occupants of Board Room to be exposed to excessive brightness.	Minimum Brightness of 500 Nits accepted.
17		Viewing angle: 160° or more (Horizontal & Vertical).Viewing angle: 160° or more (Horizontal) & 140° or more (Vertical)	In Normal Meeting room usage, Viewers can sit at Vertical Viewing angle of nearby 90 degree. Seating arrangement as per 160 degree vertical viewing angle is impossible, we would request to allow for: 140 degree or higher Vertical viewing.	Accepted

18	Annexure 1 Page no. 2, Sr. No. 1 Screen Specification	Spares: One full cabinet. Spares: 2% or equivalent number of Cabinets	Every OEM has its own Design to Make 130" or higher LED screen. One Full Cabinet can be of 50% Size of Product which is very very high. We request to allow for supplying Spares as option along with Cabinets.Percentage (%) of Spares can be defined as standard i.e. 2% or 3%.	The spares should be at least 5% of the equivalent number of Cabinets
19		Inbuilt Connectivity Ports: 3 x HDMI, 2 x USB, Control Port, Audio out.Inbuilt Connectivity Ports: 3 x HDMI, 1 x USB, Control Port, Audio out.	Request to allow for 1 x USB port. Or Allow to provide External USB Hub for second USB Port connectivity.	Same as point no. 6
20	Annexure 1 Page no.3, Sr. No. 5 Cable cubby	We Presently have the Cable cubby of Extron 200 make. The new cable cubby should be inline with the same to avoid much carpentry work on the boardroom table.	While suggesting the New cable cubby, is it a compulsion to propose cable cubbies of Extron Make only ?	The Cable cubby can be any make but with same physical parameters of Extron make to Avoid any major Carpentry work.
21		Is Civil/Carpentry work to be considered in the vendor scope or is it to be in the customer scope?		The same support will be provided by SBIL.
22		Rack space provision for RFP requirement New devices.	Please confirm if there is provision of empty space in existing AV Rack for mounting of new devices ? Or else do we need to add an additional AV Rack in the solution being proposed by us ?	The present rack can be used as the old equipment will be removed. If additional rack is required that is part of the project you can check the same by site Visit.
23		(MAF) Manufacturer authorization form	For (MAF) Manufacturer authorization form, requesting you to share the format to ensure the vendor's quoting are properly being backed by the OEM's and are authorized partners of the OEM. To ensure proper product support.	The sample form is enclosed. But your company specific MAF can also be provided
24		Price Format	Please share the Price format to quote accordingly which can be referred in price bid, categorizing supply, installation and support commercials.	The price format should specify the material charges, license charges and implementation charges separately . We cannot provide a standard template as the implementation may be different for different vendors.
25		Request to share the detailed layouts/CAD layouts to show placement of equipment.		The same is not available with us .
26		Request to share the functionality and OEMs for the HDMI to USB 3.0 (4 qty) converters and HDMI to VGA converters to be provided with the cable cubbies.		The same is required for devices used for presentation having only the described interface.
27		Request to change the brightness of the 130" active LED wall from 800nits to 500nits which is recommended for indoor meeting room application.		This is accepted the minimum brightness can be 500Nits
28		Request to change the viewing angle of the 130" active LED wall to 160° or more (Horizontal) & 140° or more (Vertical)		Accepted
29		Request to allow for spares supply option for the LED wall to 2% or equivalent number of cabinets.		Same as Point 18
30		Request to allow for 1 x USB port or to provide external USB Hub for second USB Port.		Accepted
31		Request to confirm if industry standard equipment rack is to be provided by the integrator.		Same as point no 22
32		Request you to please amend the LD 1% per week to 0.5% per week to maximum up to 5%.		The Penalty will be as per RFP with a capping of 10% of the project cost
33		Payment terms: 30% advance against delivery, 50% against material delivery and 20% against installation & commissioning.		Same as point 15
34		The VENDOR shall ensure that faults and failures intimated by SBILIFE as above are set right within six hours of being informed of the same. – For minor Faults – six to eight working hours. For major faults / hardware faults – 3-5 business days. Vendor to issue standby within 3 Business days if actual solution is taking time.		SLA as per RFP
35		Preventive Maintenance – once in every Qtr.		Accepted
36		Qualified person – CTS certified person.		The certification provided by the Vendor will be evaluated by the committee