



# BEACH SURVEILLANCE SYSTEM

## EXPRESSION OF INTEREST (EOI)

**Selection of Agency for Implementation and operations of beach surveillance for Department of Tourism, Government of Goa on Public Private Partnership (PPP) Basis.**



**GOA ELECTRONICS LIMITED**

A Subsidiary of EDC Ltd. (A Government of Goa Undertaking)

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## **1. ACRONYMS AND ABBREVIATION**

EOI	EXPRESSION OF INTEREST
PPP	PUBLIC PRIVATE PARTNERSHIP
CCTV	CLOSED CIRCUIT TELEVISION
VMS	VIDEO MANAGEMENT SOFTWARE
BOOT	BUILD OWN OPERATE TRANSFER
FY	FINANCIAL YEAR
PSU	PUBLIC SECTOR UNDERTAKING
SOW	SCOPE OF WORK
RFP	REQUEST FOR PROPOSAL
WAN	WIDE AREA NETWORK
LOI	LETTER OF INTEREST
BOM	BILL OF MATERIAL
GBBN	GOA BROADBAND NETWORK
GoG	GOVERNMENT OF GOA
GOI	GOVERNMENT OF INDIA
GEL	GOA ELECTRONICS LIMITED
LAN	LOCAL AREA NETWORK
MoU	MEMORANDUM OF UNDERSTANDING
MSA	MASTER SERVICE AGREEMENT
DD	DEMAND DRAFT



## 2. EOI NOTICE

EOI for the implementation and operations of beach surveillance are hereby invited from the Vendors by Goa Electronics Limited on behalf of Department of Tourism, Government of Goa through the e-tendering process using the website [www.etender.goa.gov.in](http://www.etender.goa.gov.in). The EOI documents can be downloaded from GEL Website: [www.goaelectronics.co.in](http://www.goaelectronics.co.in) or [www.etender.goa.gov.in](http://www.etender.goa.gov.in).

The EOI document complete in all respect should be uploaded on [www.etender.goa.gov.in](http://www.etender.goa.gov.in) on or before 01 August 2014 upto 3.30 PM which will be opened on the same day in the presence of the Vendors or their representatives who may like to be present at that time. The sale of EOI document will commence on the next date of publication of this EOI notice and will close on the date specified on the EOI document.

The Vendors are required to get registered with [www.tenderwizard.com/GOA](http://www.tenderwizard.com/GOA). The Vendor must have valid digital signature to submit the EOI.

All the Vendors should also give a brief resume about their firm/company. Their turnover and firms/ offices to which they are supplying quoted items, should also be mentioned.

Goa Electronics Limited (GEL) reserves the right to reject all or any of the EOI without assigning any reason thereof. The EOI which is conditional/ incomplete/ belated/ without processing fees, EOI fees; will not be entertained.

**Chief Executive Officer  
Goa Electronics Limited**



### 3. EOI DOCUMENT

- |   |  |
|---|--|
| 1. No. GEL/BSS/EOI-05   | Date: 11/07/2014   |
| 2. Name and Address of the party                                  |  |
| 3. EOI Document for   | Implementation and operations of beach surveillance  |
| 4. Cost of EOI document   | Rs.10000 /-<br>(DD In favour of <b>GOA ELECTRONICS LIMITED, payable at Panaji</b> )  |
| 5. Cost of EOI processing fee                                     | Rs.1500 /-<br>(DD In favour of <b>INFOTECH CORPORATION OF GOA LTD, payable at Panaji</b> )   |
| 6. Last date of sale of EOI                                       | <b>01/08/2014 upto 3.00 PM</b>   |
| 7. Last date for submission of EOI.                               | <b>01/08/2014 upto 3.30 PM</b>   |
| 8. To be opened on  | <b>01/08/2014 upto 4.00 PM</b>   |
| 9. Last date for submission of written Queries for clarifications | <b>21/07/2014</b>  |
| 10. Contact Person for queries                                    | Mr. Prachi Naik (Software Developer)<br>Goa Electronics Limited<br>Mobile No: 8411004909   |
| 11. Addressee and Address at which EOI to be submitted            | Chief Executive Officer<br>Goa Electronics Limited,<br>Mezzanine floor, Block 'B',<br>EDC House, Dr.Dada Vaidya Road,<br>Panaji, Goa- 403001 |

**Note:**

All the Pre Bid Queries would be accepted in written form (and a copy through mail also) only at below address:

TO

The Chief Executive Officer,  
Goa Electronics Limited,  
Mezzanine floor, Block 'B',  
EDC House, Dr. Dada Vaidya Road,  
Panaji, Goa-403001

Mail: [revati@goaelectronics.co.in](mailto:revati@goaelectronics.co.in) & [prachi@goaelectronics.co.in](mailto:prachi@goaelectronics.co.in)



#### **4. PROJECT BACKGROUND**

##### **4.1 Introduction and Background**

The Goa Tourism Department maintains and regulates beaches in Goa. In order to ensure all the activities happening in the corresponding beaches are tracked, ensuring a safer place for public and tourists, Department of Tourism, Goa is desirous of implementing the Project, "Video Surveillance System" at 3 Beaches in Goa.

Goa Electronics Limited, in collaboration with Department of Tourism, Goa aims to develop and maintain Beach Surveillance Cameras through private sector participation to establish Surveillance Cameras in the State of Goa.

##### **4.2 Objective**

To install and develop a beach surveillance system with IP Based Cameras with Variable Message Displays and Public Addressing System and its accessories for Security Surveillance System at 3 Beaches in Goa to ensure security of tourist on the beaches.

##### **4.3 Description**

In view of increasing tourists in Goa and similarly their visits on various Beaches in Goa, the Department of Tourism intends to upgrade the security of beaches through the CCTV surveillance systems. Various places on the Beaches will be covered by IP based – CCTV surveillance system with facility of monitoring the video at the level of Control room, Department and Police station. The cameras pole such placed will be placed with Boards to display advertisements.

##### **4.4 Places where the project has to be implemented:**

- 1. Baga Beach**
- 2. Candolim Beach**
- 3. Calangute Beach**



## **5. SCOPE OF WORK:**

1. The Vendor shall erect, install and maintain the entire Video Surveillance System including Cameras and shall maintain at his own cost during the Time period. The Vendor shall ensure that erection and commissioning of the entire project is completed within a period of 3 months from the date of issue of order.
2. The Vendor shall maintain a minimum of two completely dedicated service vehicles with all necessary tools and spares round the clock which should include a vehicle mounted Aerial platform / lift to safely service the equipment installed at heights. The Vendor should rectify the camera failure / camera failure complaints within 24 hours on receipt of complaint and adopt online Automatic Complaint Response system for this, and same has to be updated after attending to the complaints. This will be monitored on time stamp basis by Goa Electronics Limited.
3. It shall be the responsibility of the Vendor to bear the cost to insure the Installations and to prevent the possible theft of shed furniture and cables. No compensation whatsoever shall be paid by Department of Tourism and Police Department of Goa towards installation / maintenance / replacement of any or all of the equipment.
4. The Vendor shall make replacement of any damage caused by it to the properties of the land owners or other Government / private agencies during the exercise of its responsibilities under this scheme.
5. The Video Surveillance System must be operated by a Video Management Software at the control room covering the following parameters at all the beaches:
  - To Record events happening at the beaches.
  - To be able to access any camera from the control room.
  - To be able to address the public from the control room.
  - To be able to convey messages from the control room over variable message displays.
6. All Cameras must record video simultaneously and be available for at least 30 days. The Vendor shall provide control room at each police station under whose Jurisdiction the beach is registered and at the identified office of Directorate of tourism.
7. All permissions/NOC needed to erect the poles/LAN cables and setup the infrastructure has to be taken by the Vendor. The Department of Tourism would help the Vendor in getting such NOC if any but the responsibility would be with the Vendor.
8. Network associated Infrastructure for the system is to be provided by the Vendor.



## **6. TERMS AND CONDITIONS**

### **6.1 General Terms and Conditions**

1	The Vendors are required to get registered with <a href="http://www.tenderwizard.com/GOA">www.tenderwizard.com/GOA</a> . The Vendor must have valid digital signature to submit the EOI.
2	EOI documents should be downloaded from website <a href="http://www.goaelectronics.co.in">www.goaelectronics.co.in</a> or <a href="http://www.etender.goa.gov.in">http://www.etender.goa.gov.in</a> as per the dates mentioned in the EOI.
3	The Vendor should use the electronic mode of tendering using the website <a href="http://www.etender.goa.gov.in">www.etender.goa.gov.in</a> to submit his EOI.
4	Late submission will not be entertained and will not be permitted by the e-Tendering System.
5	Last minute submission should be avoided. As such GEL will not be responsible for any failures in submission of EOI.
6	Incomplete or conditional EOI will be summarily rejected.
7	The Vendor shall bear all costs associated with the preparation and submission of its Proposal and GEL will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the proposal process.
8	EOI shall be uploaded separately through the e-Tendering System as per the prescribed formats only. Failure to comply with these requirements may result in the EOI being rejected.
9	The EOI fees shall not be refunded even if it is not submitted.
10	The EOI to be strictly uploaded to the e-tendering website mentioned. Additionally, a hard copy of the EOI along with the Two DD's needs to be submitted to the address of the CEO - Goa Electronics Limited, as mentioned in the EOI. The hardcopy of the technical bid along with the DD's shall be placed in single envelope superscripted as <b>"DD's towards Tender No. GEL/BSS/EOI-05 for Implementation and Operations of Beach Surveillance"</b> and the due date of opening of the EOI" mentioned to be deposited at the O/o Goa Electronics Limited, Panaji on or before the EOI submission date.
11	At any time prior to the deadline for submission of Proposal, GEL may amend the EOI documents by issuing suitable corrigendum. Any corrigendum issued in this regard shall be uploaded on websites <a href="http://www.goaelectronics.co.in">www.goaelectronics.co.in</a> or <a href="http://www.etender.goa.gov.in">www.etender.goa.gov.in</a> and will be communicated through email to those companies who have already purchased the EOI document.
12	The Vendors are expected to examine all instructions, forms, terms and other information in the EOI. Failure to furnish all information required as mentioned in the EOI or submission of a proposal not substantially responsive to the EOI in every respect will be at the Vendor's risk and may result in rejection of the proposal and forfeiture of the bid.
13	If the EOI opening day happens to be holiday, the same will be accepted and opened on the next working day.
14	The person signing the EOI form (or any other document forming part of the contract) on behalf of another, shall be deemed to warranty that he has the authority to sign such documents and if, on inquiry it appears that the person so signing had no authority to do so, GEL, may without prejudice to other civil and criminal remedies against the contract, hold the signatory liable for all costs and damages.
15	GEL reserves the right to reject all or any EOI without assigning any reason. GEL also reserves the right to cancel the EOI process at any time prior to signing the contract and GEL will have no liability for above mentioned actions.





16	The proposal submitted by the Vendor shall comprise the following documents: 1) All documents as per the Technical Bid Format at section 7 of this EOI. 2) All sections in the EOI should be adequately flagged and numbered.
17	In the event of the Vendor engaging in any corrupt or fraudulent practices during the EOI process, by the judgment of GEL, will be rejected. For the purpose of this clause: “Corrupt Practice” means the offering, giving, receiving or soliciting of anything of value to influence the action of a GEL official in the selection process. It also includes bringing undue influence through any quarter or interfering directly or indirectly in the selection process to affect its outcome. “Fraudulent Practice” means a misrepresentation of facts in order to influence selection process to the detriment of GEL.
18	<b><u>CONSORTIUM CRITERIA</u></b> The following are the requirements for a Consortium: <ul style="list-style-type: none"><li>• The number of members in a consortium shall not be more than three (3) .However, the prime member shall individually qualify the Pre-qualification criteria and be solely responsible for all implementation of the entire scope of the project;</li><li>• The EOI should contain details of all the members of the consortium including their legal status and specify their roles and responsibilities in the project;</li><li>• In case of a consortium, applicant consortia shall have a valid Memorandum of Understanding (MoU)/ agreement among all the members signed by the Chief Executives/ Authorised Signatories of the companies dated prior to the submission. The MoU/ agreement shall clearly specify the stake of each member and outline the roles and responsibilities of each member. The MoU/ agreement shall be exclusively for this project and shall be responsible in case of failure by any member.</li></ul> All Consortium partner(s) should be registered in India and must have company registration certificate, registration under Labour Laws Contract Act, valid sales tax registration certificate and valid service tax registration certificate Consortium partners participating along with one prime member should not be a consortium partner to any other prime member or should not participate as a prime member against this EOI. If found so, all EOI of these Vendors will be liable to be rejected. The consortium shall be evaluated based on the lead Vendor’s strength as defined in this document. Once short listed in pre-qualification, change of consortium shall not be allowed. MSA will be signed with lead member only, in case of consortium
19	<b><u>Period of Project</u></b> The selected Vendor will make available all the CCTV devices in working condition along with the required software after installation/commissioning and testing at the respective locations. The period of allotment is initially for (10) Five years on BOOT (Built – Own – Operate - Transfer) basis from the date of the agreement which will be extended based upon the performance.
20	The make / brand of the quoted CCTV devices must be mentioned
21	Any dispute, arising out of this EOI will be under the jurisdiction of Goa Court.
22	Cost towards repairs of any damages to the equipment during transportation or installation by the Vendor will have to be borne by the Vendor.
23	The Vendor is fully responsible for handling of the equipments and making sure that all equipments are kept safely. If any equipments get damaged that will be rectified by the Vendor at his own cost.
24	GEL would in no way be responsible for any issues, litigations, or legal implications arising if at all due to use of any pirated software by the Vendor. The complete onus and responsibility of any such consequences would be on the Vendor.



25	The Directorate of Tourism, the relevant Government Authorities and their representatives shall at all reasonable times and upon reasonable notice have access to the Project Site, the Project / Project Facilities and the Works and all related designs, documents, reports, recorded technology and workmanship to review progress of the construction, operation and maintenance of the Project / Project Facilities.
26	Vendor shall take insurance that may be necessary to protect the Vendor and its employees and its assets, including all Force Majeure Events that are insurable.
27	Any Conditions / Technical Specifications may be modified as per need and requirement and will be incorporated in the final agreement.
28	It shall be the responsibility of the Vendor to bear the cost to insure the Installations and to prevent the possible theft of shed furniture and cables. No compensation whatsoever shall be paid by Department of
29	The information contained within this EOI is both proprietary and confidential to the Department of Tourism. Vendor shall not duplicate or distribute this EOI document to any individual or company, unless said individual or company is directly involved in the completion of Agencies response.
30	The cost of electricity shall also be borne by the Vendor.

## **6.2 Advertisement Terms and Condition**

1	The Vendor shall be allowed to put up advertisement boards on the arms of the Speed Dome Camera pole, fixed camera pole, public addressing poles and on the poles that will carry the cabling. The Vendor is at liberty to display either lit or non-lit advertisements. The electricity charges for lit display shall be borne by the Vendor.
2	The Vendor shall not display or execute any picture / poster / words on the advertisement display that are repugnant to the general standards of morality. The Vendor expressly agrees that the decision of the Directorate of Tourism in this regard shall be conclusive and binding on the Vendor.
3	The Vendor shall allow 20% of the total advertisement space for display of social message or other information as decided by Directorate of Tourism for a period of minimum seven days in a year.
4	The Department of Tourism will help the Vendor in getting the required clearances from the local bodies and the State Government. However, the responsibility of getting such clearances lies with the Vendor.



**7. TECHNICAL BID FORMAT:**

- a) The Vendor has to ensure that all documents as mentioned below at sr. no (1) to (5) mentioned in this section are submitted to the department in response to the expression of interest as per the technical EOI format.
- b) Vendor is expected to examine all instructions, forms, terms, and requirements in the EOI document. Failure to furnish all information required by the EOI document or submits an EOI not substantially responsive to the EOI document in every respect may result in the rejection of the EOI. All the proposals will have to be submitted in hard bound form with all pages numbered. It should also have an index giving page wise information of above documents. Incomplete proposal will be rejected.

**1. All Documents as per Eligibility Criteria:**

SR No	Minimum Eligibility Criteria	Supporting Document Required
i.	<p>Vendors should possess the following Eligibility Criteria:</p> <ol style="list-style-type: none"> <li>1) The Lead Bidder Should have Supplied a Minimum of 100 + Number of Infra Red I.P Cameras collectively in one single Surveillance Project in India(1 Mega Pixel or More)</li> <li>2) The Lead Bidder should have installed/ ongoing installation for atleast 2 projects with a minimum of 50 Cameras each in Surveillance Project on PPP / BOOT Basis with complete Control Room Set Up for government departments/semi government departments/ state or central PSU's.</li> <li>3) The Lead Bidder Should have provided maintenance support for at least one year for any one project with more than 50 Cameras Installed and maintained as on date of release of EOI. Project must include installation, operation, Maintenance of complete system with networking and control room setup.</li> <li>4) Since the beaches and Control Room are far apart and may require Wireless Connectivity between them, the Lead Bidder should have installed and maintained for at least one year a minimum of 10 CCTV Cameras collectively in one single Surveillance Project over Wireless Connectivity.</li> <li>5) The Lead Bidder Should have Supplied a Minimum of 2 Number of Variable Message Display Board.</li> </ol>	<p>Attach work order/Agreement copy with detailed scope of work and successful operation certificate as on date.</p> <p>Vendor is required to provide the details of key projects executed/under execution that best explains the Vendor’s ability to implement the desired scope of work. Vendor need to provide documentary evidences in form of copy of work orders and completion certificates from the client to support its claim. Any project details without documentary evidence will not be considered for evaluation.</p>



ii.	The Lead Bidder should be registered as a company in India as per Company Act 1956 or a Proprietary/Partnership firm and should have been in operation for a period of at least 3 years.	Certificate of Incorporation to be submitted/PAN No. of the company/firm, TIN No. Attested copies showing the legal status, place of registration and prime place of business of the firm along with registration of Companies and PAN/TIN. Must provide Sales Tax Registration and Service Tax Registration Certificate.
iii.	The Lead Bidder should have an average turnover of Rs 1, 50, 00,000 in last three financial years (2011-12, 2012-13, and 2013-14).	Audited Financial statement for the last three financial years (FY (2011-12, 2012-13, 2013-14).
iv.	The Vendor should also give the acceptance of the Terms and Conditions as mentioned in the document.	Letter of acceptance has to be given.
v.	The Vendor should have an office in Goa or undertake to setup office within a month.	Letter of Undertaking has to be given.
vi.	Lead Bidder must have atleast 2 years of experience in executing similar project.	Suitable proof for Supply Order from government/semi government, state or central PSU's before June 2012 should be produced.

## **2. Solution Architecture:**

The Vendor should give their complete solution architecture which mentions the following:

- Number of cameras to be placed to cover the entire beach area and at which locations will it be placed.
- Positioning of cameras.
- Connectivity with network layout.
- Hardware architecture.
- Complete solution architecture and features of video management system.
- Activities which will be captured in Video Management System (VMS).
- Layout and design of the complete surveillance system.

## **3. Bill of Materials with Specification:**

The Vendor has to provide the bill of material and specifications of all hardware that will be proposed for this solution and its detailed specification.

A detailed specification should be provided on:

- Camera Specification which includes Zooming power, resolution, multi stream capability, compression format and any other information for the same.
- Control Room setup which includes specification of Systems to be placed Screens for monitoring purpose, total no of Systems to be placed.
- Video Management System Specification.
- Specification of advertisement boards and its complete features.

The Vendor should provide with complete bill of Material for complete solution and estimated cost (including cost of manpower and to run and maintain the system for the given time period).



**4. Control Room Set up along with VMS Features:**

- Public address system layout and design.
- Control room setup, layout and specification along with details of no of TV's, dimensions, storage devices and networks.
- VMS features and specifications.
- Security standards and features

**5. Features of the System:**

- Maximum Period of Storage of CCTV footage to be maintained.
- Storage medium that has to be maintained.
- Dimensions of the boards to display advertisements.