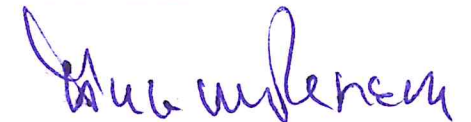


List of queries/changes request along with their justification is as below-

S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
1.	Sh. Mudit Dudhoria Director, Young Attitude Ventures Pvt. Ltd. +919983000044	1	Page Number- 23-24 Bidders Experience/ Capability	Volume of work completed in term of no. of pages of Archival material digitized annually in the last three financial years > 3.5 cr – 20 marks 2.5 Cr. - 3.5 Cr – 15 marks 1.5 Cr. To 21.5 Cr. – 10 Marks 1 Cr. To 1.5 Cr. – 5 Marks	There is a clerical error in the needful	Corrigendum will be issued
		2	1.1 Consortium Page Number- 15	Consortiums shall be eligible to participate in the bidding process. A maximum of three firms are allowed to enter into the consortium. The prime bidder must satisfy the pre-qualifications of bid. The agreement between consortium members has to be submitted along with the bid clearly mentioning the roles of the consortium firms.	In consortium as the document states, the First party should be fulfilling the pre-qualification criteria, and it would be a primary bidder. And holder of the power of Attorney from all parties for conducting all business for and on behalf of the Consortium during the Bidding Process and until the signing of the Contract when all the obligations of the	As per RFP



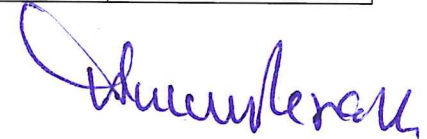
S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
				<p>Role of the Parties: The Parties Shall undertake that Party of the First Part is fulfilling the Pre-qualification criteria as per the requirement of "Tender" in all respects and shall be the "Primary Bidder" of the Consortium and shall have the Power of Attorney from all Parties for conducting all business for and on behalf of the Consortium during the Bidding Process and until the signing of the Contract when all the obligations of the Consortium shall become effective. The project shall be executed by the "Primary Bidder" as a whole and solely responsible to NAI for all the activities mentioned in the Tender Document including financial liabilities.</p>	<p>Consortium shall become effective.</p>	
		3	<p>Page Number 22 point number 8 Audit report</p>	<p>Audit report of the company for the FYs 2020-21, 2021-22 and 2022-23 showing that it's a profit making company</p>	<p>2022-23 Audit Report of show casing the company's P&L.,</p>	<p>As per Corrigendum the same has uploaded on CPPP and NAI web site</p>

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S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
			showing net profit of the company			
		4.	Page Number-20 Point Number-2 Sales Turnover	Average annual turnover from digitization/related services work of Archival material as defined in Para 3 below during the last three years i.e 2020-21, 2021-22 and 2022-23 should be at least Rs 3 Cr.	As mentioned in point 3, when the deadline of auditing and submitting returns is in September 2023 for 2022-2023, then it would be very not possible to extract Balance sheet and P&L Certification	As per Corrigendum the same has uploaded on CPPP and NAI web site
2.	Sh. Sharad Dixit Sales Head- Govt Business M/s CBS Pvt. Ltd.	1.		As per Corrigendum	Inconsistency is still maintained in the RFP. Corrigendum published by NAI has not corrected the turnover criteria. The turnover criteria of Rs 3 crore which is being as red for in RFP is too low for the size of this project.	The requirement of 30% turnover is applicable to civil and electrical work as per CVC OM No. 12-02-1-CTE-6 dated 17 December 2002. Turnover Criterion



S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
						in the present tender have been decided so as to ensure adequate participation, on the basis of experience gained during NAI previous tender for digitization of Archives.
		2.			As per CVC / Govt. Guidelines, it should be at least 30 % of project value. Accordingly, the average turnover needs to be increased to Rs 22. 50 crore. This is needed in the interest of Govt/ NAI so that bidders have adequate experience and financial strength to sustain during the execution of the project. We had requested the same in our queries but not yet replied .	The requirement of 30% turnover is applicable to civil and electrical work as per CVC OM No. 12-02-1-CTE-6 dated 17 December 2002. Turnover Criterion in the present tender have been decided so as to ensure adequate participation, on the basis of experience gained during NAI previous tender for digitization of



S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
						Archives.
		3.			It is beyond understanding that how a person with 3 crore turnover will have financial strength and can be able to deploy the mind of scanners required by the NAI value of which would be around Rs. 10- 12 crores !	As per RFP
		4.			Adequate timeline is not given for bid preparation . This definitely will restrict participation in the bids which is to the disadvantage of NAI as competitive bidding may not take place. CVC & GFR rules permit a minimum of 7 working days should be given from the last communication released by the department.	The minimum time to submit the bid has been given according to GFR 2017.
		5.			The bid submission required EN D of R. 1.50 crores which is a huge amount and needs to be submitted by way of BG. NOW a days, it takes 3-4 days' time to get BGs issued from the Bank	As per RFP

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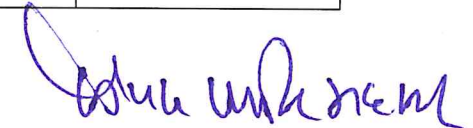
S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
					due to various reasons like digital issuance, etc. Therefore, just two working days are insufficient to get the EM D prepared and submit the bid with all the documents required for submission.	
		6.			As you are kindly aware that most of the organizations celebrate the pre-independence Day function in their offices and other movement restrictions are imposed in and around Delhi / CP / India Gate area on 14 August. Considering this fact, time being given by NAI is too short to complete and submit the bids.	As per RFP
		7.			Firms that score a minimum Of 30 marks in this section would be consider technicality qualified and will move to the next stage of financial evaluation. As per standard of the RFP, minimum marks for	As per RFP

Abhishek Kumar

S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
					eligibility should be at least 60-70 Marks. We requested to change the same and even respected DG Sir also told during the meeting that the same will be changed in the corrigendum in front of us and it may be increase from 30 to 50 marks. But the clause is not modified in the corrigendum.	
		8.			An objective marking criteria and marking pattern is needed to be laid out for evaluation of presentation.	As per RFP
3.	Aravind Kumar Deputy General Manager Telecommunications Consultants India Limited	1	Clause No 2 at page no 20 of RFP Sales Turnover	Average annual turnover from digitization /related services work of Archival material as defined in para 3 below during the last three years i.e; 2020-21,2021-22,2022-23 should be at least Rs 3 Cr	Average annual turnover of Bidder or any Consortium member (in case of consortium), from digitization/related services work of Archival material as defined in para 3 below during the last three years i.e; 2020-21,2021-22,2022-23 should be at least Rs 3 Cr	As per RFP
		2	Clause No 3 at page no 20 of	Bidder should have undertaken	Bidder or any Consortium member (in case of	As per RFP

Subulakshmi

S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
			RFP Bidders Experience Capability	Digitization of documents including old files,old maps,old books,old photographs,old newspapers,etc or similar assignments /projects in last three years (03)i.e; 2020-21,2021-22 and 2022-23. Bidder should have executed at least one project worth not less than 5% ofthe gross total value ofthe tender i.e Rs 3.75 Cr or two project worth Rs 1.88 Cr or three project ofRs 1.25 Cr. A certificate of completion of work from the clients should be uploaded with the technical bid. the work should have been digitization of documents as mentioned above Note: a) More than one consecutive year's continuous assignment/project with the same entity would be considered as one assignment/project	consortium) should have undertaken Digitization of documents including old files,old maps,old books,old photographs,old newspapers,etc or similar assignments /projects in last three years (03)i.e; 2020-21,2021-22 and 2022-23. Bidder or any Consortium member (in case of consortium) should have executed at least one project worth not less than 5% of the gross total value ofthe tender i.e Rs 3.75 Cr or two project worth Rs 1.88 Cr or three project of Rs 1.25 Cr. A certificate of completion of work from the clients should be uploaded with the technical bid. the work should have been digitization of documents as mentioned above Note; a) More than one consecutive year's continuous assignment/project with the	



S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
					same entity would be considered as one assignment/project	
		3	Clause No 4 at page no 21 of RFP Tools Machines	The bidder should have state of the art equipment Digitization related equipment including overhead scanners of total worth of at least INK 1 Cr as on date of submission of proposal. Bidder should provide details of the type, number and make of the state of the art equipment they propose to use for digitization of the records in NAI and submit documentary proof regarding their ownership, possession, MOA or lease of the said equipment at the time of submission of online bids.	The Bidder or any Consortium member (in case of consortium) should have state of the art equipment Digitization related equipment including overhead scanners of total worth of at least INR 1 Cr as on date of submission of proposal. Bidder should provide details of the type, number and make of the state of the art equipment they propose to use for digitization of the records in NAI and submit documentary proof regarding their ownership, possession, MOA or lease of the said equipment at the time of submission of online bids.	As per RFP
		4	Clause No 6 at page no 21 of RFP Manpower	The company should have at least 60 manpower in its payroll as on the last date of RFP	The Bidder or all Consortium members jointly (in case of consortium) should have at least 60 manpower in its	As per RFP

Chitra Kulkarni

S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
			Strength	response submission. The manpower team should include the following: a. Project Manager (01), Graduate with at least 5 years experience of having executed /supervised similar project. b. Supervisors (02), Graduates with at least 3 years of supervising in similar projects, one each for digitization related work and for management of records being handled for digitization respectively c. Metadata creators d. IT professionals for all work related to digitization including, scanning, image cleaning, enhancement, OCR/HTR and metadata experts. Note: for metadata. Graduates with requisite training in the working of archives as detailed as item no 15.2 under the sub heading subject metadata and captioning	payroll as on the last date of RFP response submission. The manpower team should include the following: a. Project Manager (01), Graduate with at least 5 years experience of having executed /supervised similar project. b. Supervisors (02), Graduates with at least 3 years of supervising in similar projects, one each for digitization related work and for management of records being handled for digitization respectively c. Metadata creators d. IT professionals for all work related to digitization including , scanning, image cleaning, enhancement, OCR/HTR and metadata experts. Note: for metadata, Graduates with requisite training in the working of archives as detailed as item no 15.2 under the sub heading subject metadata and	

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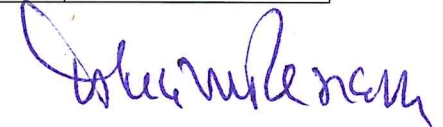
S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
				para 5-6 should be proposed for the job. Decision of NAI would be final in the matter.	captioning para 5-6 should be proposed for the job. Decision of NAI would be final in the matter.	
		5	Clause No 1 at page no 23 of RFP Years of experience in the field of digitization (as defined in para 3 of Pre qualification criteria)	Bidder should have minimum experience of three years in digitization of Archival material as defined in the RFP more than 6 years - 10 marks 5 years to 6 years - 7 marks 4 years to 5 years - 5 marks 3 years to 4 years - 3 Marks	Bidder or any Consortium member (in case of consortium) should have minimum experience of three years in digitization of Archival material as defined in the RFP more than 6 years - 10 marks 5 years to 6 years - 7 marks 4 years to 5 years - 5 marks 3 years to 4 years - 3 Marks	As per RFP
			Clause No 2 at page no 23 of RFP Sales Turnover	Average Annual Sales Turnover generated from services related to Digitization of Archival material during each of the last three financial years i.e 2020-21, 2021-22, and 2022-23 should be minimum Rs Rs 3 Cr. >Rs 7.5 Cr 10 marks >Rs 6 Cr to Rs 7.5 Cr 7 marks >Rs 4.5 Cr to Rs 6 Cr 5 marks >Rs 3 Cr to Rs 4.5 Cr- 3	Average Annual Sales Turnover of Bidder or any Consortium member (in case of consortium), generated from services related to Digitization of Archival material during each of the last three financial years 2021-22 and 2022-23 should be minimum Rs Rs 3 Cr. >Rs 7.5 Cr 10 marks >Rs 6 Cr to Rs 7.5 Cr 7 marks >Rs 4.5 Cr to Rs 6 Cr 5 marks >Rs 3 Cr to	As per RFP

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S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
				Marks _____	Rs 4.5 Cr- 3 Marks	
		6	Clause No 3 at page nos 23, 24 of RFP Bidders Experience/ Capability	Volume of work completed in term of no. of pages of Archival material digitized annually in the last three financial years >3.5 Cr - 20 marks 2.5 Cr. - 3.5 Cr – 15 marks 1.5 Cr. To 21.5 Cr. – 10 Marks 1 Cr. To 1.5 Cr. – 5 Marks	Volume of work completed by Bidder or Consortium members jointly (in case of consortium), in term of no. of pages of Archival material digitized annually in the last three financial years >3.5 Cr - 20 marks 2.5 Cr. - 3.5 Cr - 15 marks 1.5 Cr. To 21.5 Cr. - 10 Marks 1 Cr. To 1.5 Cr. - 5 Marks	Corrigendum has been published
		7	Clause No 4 at page no 24 of RFP Tools and Machines	The bidder should have Digitization related State of the Art equipment including overhead scanners (as mentioned in Item 15.2 para 1) of total worth of at least INR 1 Cr as on date of submission of proposal. Bidder should provide details of the type, number and make of the State of Art equipments they propose to use for digitization of the archival records and submit documentary	The Bidder or any Consortium member (in case of consortium), should have Digitization related State of the Art equipment including overhead scanners (as mentioned in Item 15.2 para 1) of total worth of at least INR 1 Cr as on date of submission of proposal. Bidder should provide details of the type, number and make of the State of Art equipments they propose to use for digitization of the archival records and submit	As per RFP

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S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
				proof regarding their ownership, possession or lease of the said equipment at the time of Submission of online bids. Cost of available digitization equipments: >5 Cr. : 15 Marks 2 Cr. to 5 c-. 10 Marks 1 Cr. to 2 Cr.: 05 Marks	documentary proof regarding their ownership, possession or lease of the said equipment at the time of Submission of online bids. Cost of available digitization equipments: >5 Cr. : 15 Marks 2 Cr. to 5 c-. 10 Marks 1 Cr. to 2 Cr.: 05 Marks	
		8	6 of Eligibility criteria at page no 21 of RFP Manpower Strength	The company should have at least 60 manpower in its payroll as on the last date of RFP response submission. The manpower team should definitely include the following: a. Project Manager (01) - Graduate with at least 5 years of handling similar projects b. Supervisors (02 i.e one each for IT related work and for records being handled for digitization, respectively) Should be a graduate with at least 3 years' experience of handling similar	The Bidder or all Consortium members jointly (in case of consortium) should have at least 60 manpower in its payroll as on the last date of RFP response submission. The manpower team should definitely include the following: a. Project Manager (01) - Graduate with at least 5 years of handling similar projects b. Supervisors (02 i.e one each for IT related work and for records being handled for digitization, respectively) Should be a graduate with at least 3 years' experience of handling	As per RFP



S.No	Company Name	Query No	Bidding Document Reference(s) (Section Number/ Page Number)	Content of RFP Requiring Clarification	Points of Clarification Required	NAI's Response
				<p>work c. IT professionals for all image work related to digitization including scanning, cleaning, enhancement, OCR/HTR and metadata expert.</p> <p>Note:</p> <p>*For metadata. Graduates with requisite training in the working of archives as detailed at Item no. 15.2 under the sub heading 'Subject Metadata and Captioning' para 5-6 should be proposed for the job. Decision of NAI would be final in the matter >100 persons- 15 marks 90 to 100 - 10 marks 85 to 90 - 7marks 70 to 85 – 5 marks 60 to 70 - 3 marks</p>	<p>similar work c. IT professionals for all I work related to digitization including scanning, image cleaning, enhancement, OCR/HTR and metadata expert. Note: *For metadata, Graduates with requisite training in the working of archives as detailed at Item no. 15.2 under the sub heading 'Subject Metadata and Captioning' para 5-6 should be proposed for the job. Decision of NAI would be final in the matter >100 persons- 15 marks 90 to 100 - 10 marks 85 to 90 -7marks 70 to 85 – 5 marks 60 to 70 - 3 marks</p>	
4.	<p>Rohit Gupta (Assistant Manager – Pre Sales Operation)</p> <p>WRITER</p>	1			<p>We are keen to participate in this tender process and due to ongoing Bank holidays we are facing challenges for securing</p>	As per RFP

