



**Government of Jharkhand**  
**Urban Development & Housing Department**  
**Ranchi Smart City Corporation Limited**

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 CIN: U45309JH2016SGC009206



RANCHI SMART CITY

**Replies to the pre-bid queries for the RFP invited for Appointment of Agency for Installation and Operation of Public Bicycle Sharing System in Ranchi City**

Issued On: 16.08.2017

Tender Reference No.: SUDA/SCM/RSCCL-PBS-3/2017-06

Sl No	Reference Clause	Descriptions as per RFP	Changes suggested	Clarification
<b>Queries of Robert Bosch Engineering and Business Solutions Private Limited</b>				
		<p><b>Technical Eligibility</b></p> <p>1. Experience of operations of Cycle Sharing Systems with a combined fleet of 750 cycles for a consecutive period of two years anytime during the past four years, through an explicit contract/concession, AND</p> <p>2. Experience of operations of Cycle Sharing Systems with a combined usage of at least 10,00,000 Rides during the past three years, through an explicit contract/concession.</p> <p><b>Financial Eligibility</b></p> <p>1. Average annual turnover equal to or above Rs. 10,00,00,000 or foreign currency of equivalent value during the last three consecutive financial years for which audited financial reports are available.</p>	<p><b>Technical Eligibility</b></p> <p>Has experience of operating Shared Two wheeler system with the minimum fleet size of 250 and being operational for at least one year. AND</p> <p>Experience of operations of Two Wheeler Sharing Systems with a combined usage of at least 10,00,000 Rides or kilometers during the past three years, through an explicit contract/concession.</p>	Approved. The corrigendum is being issued for the same.
1	6.11.7. Eligibility criteria			
2	8.6 Cycles Docks & Stations	<p><b>8.6. Cycles Docks &amp; Stations</b></p> <p>The Service Provider will be consulted during this process but the RSCCL decision is final and no additional branding components of any kind may be added.</p> <p><b>8.9. Advertising</b></p> <p>The Service Provider can create branding/advertising spaces on the cycles, stations, recirculation vehicles, kiosks, and depot, as per the Technical Specifications and subject to approval by RSCCL, and sell the space to generate additional revenue. However, the Service Provider shall provide details to RSCCL</p>	<p><b>8.6. Cycles Docks &amp; Stations</b></p> <p>The Service Provider will be consulted during this process but the RSCCL decision is final and no additional branding components of any kind may be added.</p> <p>The service provider will have the right to change such branding on the cycles and the docking stations to facilitate advertising revenue as per clause 8.9</p>	As per RFP

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		of the advertiser, duration of advertising, and revenue. Further, the Service Provider shall not use the space to promote personal motor vehicles such as cars and motorcycles.		
		<b>Hero Youon Pvt. Ltd.</b>		
3			Mysuru, Bhopal and Indore, all of which have a capital expenditure support for the operator, because in all similar cities, the project cannot be profitable on it's own. Therefore, all tenders have a capital expenses support to varying degrees and also support on the operating cost as a VGF. We therefore, requested you to consider the same in Ranchi also.	As per RfP
<b>During Discussions between the meeting</b>				
4	8.11 Payment to the Service Provider	<p>The Payment shall be calculated as:  <math>Payment = f * k * t * (1 + i)</math>            Where:</p> <ul style="list-style-type: none"> <li>'f' is the average number of Cycles in the Authorised Fleet over the previous Payment Period</li> <li>'k' is the applicable Service Charge per Cycle per day.</li> <li>'t' is the number of days in a given Payment Period</li> <li>'i' is the sum of incentives applicable over a given Payment Period.</li> </ul>	<p>It has been requested to clarify the payment terms with examples</p>	<p>The method for calculation of payment to service provider is hereby described below with suitable examples :</p> <p>Payment = <math>f * k * t * (1 + i)</math>            Assumptions:            Average number of cycles=1200            Service charge per cycle per day quoted = Rs. 55            Payment period = 15 days</p> <p>Therefore, payment without any incentive or penalty  <math>= 1200 * 55 * 15 * (1 + 0)</math>  <math>= Rs 9,90,000</math></p> <p>Case I – Positive incentive for number of rides per cycle per day more than 4            Assume no of rides per cycle per day be 6            Incentive, <math>i = \Sigma (m * q / 10,000)</math>            'm' is the incentive metric, measured in excess of the Threshold specified in the schedule of incentives, and</p>

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				<p>'q' is the incentive factor applicable to the respective incentive metric</p> <p><math>i = (6-4)*50/10000</math>  <math>i = 0.01</math></p> <p>Therefore, payment with incentive</p> <p><math>= 1200*55*15*(1+0.01)</math>  <math>= 1200*55*15*1.01</math>  <math>= \text{Rs } 9,99,900</math></p> <p>Case II – Penalty for number of rides per cycle per day falls below 2</p> <p>Assume no of rides per cycle per day be 1.2</p> <p>Penalty = <math>(2-1.2)*(-100)/10000</math>  <math>= -0.8*100/10000</math>  <math>= -0.08</math></p> <p>Therefore, payment with penalty</p> <p><math>= 1200*55*15*(1-0.08)</math>  <math>= 1200*55*15*0.92</math>  <math>= \text{Rs } 9,10,800</math></p>

13/12/12

(Rajesh Kumar Sharma)  
 Director, SUDA

