

Info Tech Corporation of Goa Limited (A Government of Goa undertaking)
(An ISO 9001-2015 & ISO 27001:2013 Certified Company)
IT HUB, 3rd floor, Altinho, Panaji – Goa – 403001.

Ref. No.ITG-IT/1152/EOI-DRONE SERVICES/2025

Date:. 03.07.2025

Pre-Bid Replies

Subject: Expression of Interest for Drone Services: (1) Procurement of Drones and (2) Providing Drone Services on Rental Basis

Ref. Tender No. ITG-IT/1152/EOI-DRONE SERVICES/2025/1012 dated: 20/06/2025

S.No.	Tender Document Page No.	Tender Document Clause No	Clause Details	Query/Suggestion/ Clarification	Reply by ITG
M/s. Ayaan Autonomous Systems Pvt. Ltd.					
1	Page No. 4	NIT Sr. No. 4 & 5	Rs. 500/- Rupees Five Hundred Only. (Non-Refundable) Rs 3,000/- Rupees Three Thousand Only. (Non-Refundable)	<p>We request you to allow exemption submission of tender document fees for bidders registered as MSMEs / StartUps as per Office Memorandum released (Reference Document No. DPE/7(4)/2017- Fin.) in favour of relaxation of norms for Startups and/or Medium Enterprises.</p> <p>The mentioned work comes under NIC 3030 (Manufacture of air and spacecraft and related machinery), NIC 2610 (Manufacture of electronic components), NIC 2630 (Manufacture of communication equipment) & NIC 2640 (Manufacture of consumer electronics). These codes are National Industry Classification Codes (NIC).</p> <p>In case of services too, we are compliant with the NIC with reference to drone servicing.</p> <p>As per memorandum released, Startups & MSMEs can avail exemption for document fees, EMD submission, prior experience and turnover.</p>	No Change - As per details mentioned in the Tender Document
2	Page No. 10 & 12	CHAPTER 2 Eligibility Criteria & Mandatory Conditions Sr. No. ii	<p>Work Experience: The bidder should be in operation and have experience in the supply of 20+ Drones in the last 03 years as on the date of issue of the Notice Inviting Tender.</p> <p>Work Experience: The bidder should have been actively engaged in and have satisfactorily completed similar works in at least two distinct categories of drone rental services during the last 03 years as on the date of issue of the Notice Inviting Tender.</p>	<p>We request you to allow exemption of prior experience for bidders registered as MSMEs / StartUps as per Office Memorandum released (Reference Document No. DPE/7(4)/2017-Fin.) in favour of relaxation of norms for Startups and/or Medium Enterprises.</p> <p>The mentioned work comes under NIC 3030 (Manufacture of air and spacecraft and related machinery), NIC 2610 (Manufacture of electronic components), NIC 2630 (Manufacture of communication equipment) & NIC 2640 (Manufacture of consumer electronics). These codes are National Industry Classification Codes (NIC).</p> <p>As per memorandum released, Startups & MSMEs can avail exemption for prior experience criteria.</p>	No Change - As per details mentioned in the Tender Document

3	Page N0. 11	CHAPTER 2 Eligibility Criteria & Mandatory Conditions Sr. No. v	<p>Mandatory Undertaking: Bidder should mention the type of service he intends to participate.</p> <p>Bidder should not be blacklisted by any Central / State Government and should not be convicted of a criminal offence by any competent court of law or should not have any pending cases filed against any Client.</p>	<p>Clarification sought regarding requirement of sharing type of services by the bidders since the mentioned criteria falls under “Procurement of Drones”.</p> <p>We also request you to kindly share the list of applications of drones which can be considered by the bidders before submission of bidder’s product capability based on application.</p> <p>We suggest that all the bidders must be given a common list of application for selection.</p>	No Change - As per details mentioned in the Tender Document
4	Page No. 11 & 13	CHAPTER 2 Eligibility Criteria & Mandatory Conditions Sr. No. vii	<p>Pilot Training: Bidder should be a DGCA authorised Remote Pilot Training Organosation (RPTO). OR Should have collaboration with DGCA gfc vnm;7authorized Remote Pilot Training Organization (RPTO).</p>	<p>We request you to amend the requirement to “DGCA authorised Remote Pilot Training will be in scope of the bidder”.</p> <p>This modification will allow fair and competitive participation by enabling bidders to meet the requirement either through existing capability or by partnering with a DGCA-approved RPTO during the execution phase.</p> <p>Requiring a prior MoU or RPTO certification as a precondition may restrict capable bidders and limit competition</p>	Refer Corrigendum-I
5	Page N0. 12	CHAPTER 2 Eligibility Criteria & Mandatory Conditions Sr. No. v	<p>Mandatory Undertaking: Bidder should mention the type of service he intends to participate.</p> <p>Bidder should not be blacklisted by any Central / State Government and should not be convicted of a criminal offence by any competent court of law or should not have any pending cases filed against any Client.</p>	<p>We request you to kindly share the list of applications of drones which can be considered by the bidders before submission of bidder’s product capability based on application.</p> <p>We suggest that all the bidders must be given a common list of application for selection.</p>	No Change - As per details mentioned in the Tender Document
6	Page No. 20	CHAPTER 4 Terms and Condotions of Bid Clause No. 4.5	<p>The supplier shall deliver the ordered drones within here 03 weeks from the date of receipt of the supply order.</p>	<p>We request you to amend the minimum delivery period to be 30 days in case the requirement of drones has standard operational features with surveillance / mapping / logistic / inspection/ training application drones.</p> <p>In case, there is a custom requirement that is not common drone solution available, kindly share a minimum delivery period to be 60 days.</p>	Refer Corrigendum-I