



# SOUTH DELHI MUNICIPAL CORPORATION

OFFICE OF THE ASSISTANT COMMISSIONER

REMUNRATIVE PROJECT CELL DEPARTMENT

(25<sup>TH</sup> Floor), Civic Centre, New Delhi-110002

No. AC/RPC/SDMC/2021/D-78

Dated 15/06/2021

Sub:- Pre-bid Queries/Request for Additional Information: " E-Tender of 82 allotments of use of spaces/locations (in 7 clusters) for installation and operation of Public e-bike/e-cycle/cycle (Non Motorized) Transportation Sharing System in the jurisdiction of SDMC on payment of Advance Monthly License Fee Basis".

In reference to NIT No. 38 dated 28.04.2021, the point wise reply of pre-bid queries on the above cited e-tender as under for queries received from two firms viz. M/s Yulu Bikes Pvt. Ltd. and M/s Greenolution.

## 1. Yulu Bikes Pvt. Ltd.

S.No	Query/ Request for Additional Information	Reply of SDMC
1	<b>Eligibility Criteria:</b> The bidder company should be in business for a minimum of 3 financial years with bicycle-sharing experience to be minimum of 3 years.	As per the tender document, "The bidder entity should be in any business at least for the last three financial years. Out of this, for at least one year the bidder entity should be in the business of installation & operation of public e-bike/e-cycle/cycle (non-motorized Transportation Sharing System)". The above criteria is appropriate in order to generate wider participation in the tender. <b>Hence, no change in tender document.</b>
2	<b>Minimum Qualification:</b> The bidder shall have developed and operated at least 3000 Plus bicycles/e-bikes for a continuous period of 2 years and with minimum rides of 1,50,000 cumulative in the last 2 years. The bidder must deploy a minimum of 25 cycles/e-bikes at each location in a cluster. This shall bring forward genuine and serious players of the industry	-----do-----
3	<b>Space for Depot/Workshop:</b> For better control and efficient service, space for depot must be provided by SDMC (in	<b>Clause No.1.6 "Space for Depots/ Workshop (may be provided by SDMC) under Section-II, Technical</b>

	space has been provided by them), minimum 1000 sqft required.	may be read as <i>"Space may be provided by SDMC wherever available after joint inspection and approval of the competent authority of SDMC and the concessionaire shall have to pay enhanced License Fees accordingly on pro-rata basis"</i> . Other contents shall remain the same.
4	Provision for CCTVs installation should be optional	CCTVs installation shall be mandatory in order to ensure safety. <b>Hence, no change in tender document.</b>
5	<b>Operating Hours:</b> The minimum hours specified in the document are 6 am-11 pm. The operator may be allowed to increase the operation timing to 24 hours.	<b>No change in tender document</b>
6	<p><b>Number of Stations:</b> For an effective Public Bicycle Sharing Scheme, there should be a cycle station at every 500-700 mts. As per the SDMC proposed 82 locations(Annexure A) in the document, for providing better last-mile connectivity to the users we need at least 500 sites across all clusters listed in the document, for each site mentioned(82 location), we need 5 satellite locations nearby to create proper last-mile connectivity.</p> <p>Will it be a common platform, if two operators get different clusters?</p> <p>What if one operator is deploying bicycles and another one E-Bikes.</p> <p>Will it be possible for the user to end his ride at another zone that belongs to another operator?</p>	<p><b>Clause No.6 "Number of Stations" under Section-II of the tender document may now be read as "Number of Stations should be adequate to promote first and last mile connectivity. The number of sites may be increased by successful bidder subject to a proportionate increase in License Fee, availability of space and after joint inspection and approval of the competent authority of SDMC. Also, if few locations in the clusters need to be interchanged for better connectivity, the same may be done after joint inspection, as per availability of space and approval of Competent Authority, SDMC".</b></p> <p>Yes. There shall be a Central Control System connected to all the registration centres and station check in and check out equipment and docks at the stations. The two (or more) concessionaires shall work in close coordination in order to provide seamless connectivity</p> <p>There shall be interactive terminals for check in and check out of bicycles/e-bikes. Interactive terminals shall be ones where users can get information about the system and check in and check-out e-Bike/e-Cycle/Cycle through mobile app.</p> <p>Yes. The same shall be monitored/facilitated by Central Control System and mobile app.</p>
7	<b>Branding:</b> The vendor is allowed 2 nos	Branding on cycles and stations is

	digital/normal display panels each of size 2m x 1.5m= 3 sqm or 32.5 sq ft in which one side of each panel is to be used for public information. The vendor may be allowed to do branding on the cycles and stations also.	permitted as per policy since the purpose of allocating branding here is to make the user fees affordable to incentivize the Public e-Bike/e-Cycle/Cycle (non-motorized) Transportation Sharing System. <b>Hence, no change in tender document.</b>
8	<p><b>Fare Structure:</b> The bidder may be allowed to announce new schemes depending on the feedback from the users.</p> <p>Also, the fare for e-bikes should be on a per-minute/hourly basis.</p>	<p><b>In Clause No. 9 "Fare Structure", a subpoint "New Schemes" shall be added which shall be read as "The bidder may be allowed to announce new schemes depending on the feedback from the users. The same may be allowed only after approval of Competent Authority, SDMC".</b></p> <p>The fare structure as mentioned in the tender document shall be applicable as the motive is to incentivize the short duration use of public e-Bike/e-Cycle/Cycle, so that it can serve the maximum users. <b>Hence, no change in tender document.</b></p>
9	<p><b>Monthly License Fees:</b> The rate per location/site (Average) of around Rs.5048/- is very high. To make it a viable project this should be reduced to Rs.500/- per month which may be increased by 10% every two years.</p> <p>Secondly, serious PBS players should be given an option to operate PBS without any license fee and w/o advertisement option.</p> <p>Also, there should be a provision to sublet the advertisement to a third party.</p> <p>Also, the few locations in the clusters need to be interchanged for better connectivity.</p>	<p><b>No change in tender document.</b></p> <p><b>An additional clause No. 23. "Subletting" shall be added in the tender document which shall be read as "Subletting the advertisement to a third party shall be permitted only for advertisement purpose".</b></p> <p>Clause No. 6. "Number of Stations" shall now be read as <b>"if few locations in the clusters need to be interchanged for better connectivity, the same may be done after joint inspection and approval of Competent Authority, SDMC".</b></p>
10	<p><b>Charging Stations:</b> SDMC should allow a vendor to install battery charging stations at listed locations mentioned in (Annexure A), and also provide an electric</p>	<p>A vendor to install battery charging stations at listed locations may be allowed. The battery charging/swapping station may be installed on the allotted</p>

	connection for the same. ex- Portacabin for charging batteries.	space of 25 sqm (max.) only. However, obtaining of electric connection shall be the responsibility of the concessionaire.
11	<b>Movement of Vendor Fleet vehicles:</b> For the Rebalancing/ Redistribution (24*7) of the E-bike in the proposed locations/area mentioned in (Annexure-A), SDMC should assist in getting permission for operating fleet vans from Delhi traffic police.	As far as possible, SDMC shall assist in getting permission for operating fleet vans from Delhi traffic police. <b>Hence, no change in tender document.</b>

## 2. Greenolution

S.No	Query/ Request for Additional Information	Reply of SDMC
1	<b>Eligibility Criteria:</b> The bidder company should be in business for a minimum of 3 financial years with bicycle-sharing experience to be minimum of 2 years.	As per the tender document, "The bidder entity should be in any business at least for the last three financial years. Out of this, for at least one year the bidder entity should be in the business of installation & operation of public e-bike/e-cycle/cycle (non-motorized) Transportation Sharing System)". The above criterion is appropriate in order to generate wider participation in the tender. <b>Hence, no change in tender document.</b>
2	<b>Minimum Qualification:</b> The bidder shall have developed and operated at least 1000 Plus bicycles/e-bikes for a continuous period of 2 years and with minimum rides of 2,00,000 cumulative in the last 2 years (for reference we are enclosing RFQs of Chandigarh Smart City and DDA)	-----do-----
3	<b>Deployment:</b> The bidder must deploy a minimum of 15 cycles/ e-bikes at each location in a cluster. This shall bring forward genuine and serious players of the industry	The number of cycles/e-bikes at each location in a cluster may be decided by the bidder to ensure seamless connectivity.
4	<b>Minimum Hours of Operation:</b> The minimum hours specified are 6 am - 11 pm. The operator may be allowed 24 hours operation.	<b>No change in tender document.</b>
5	<b>Number of Stations:</b> For an effective Public Bicycle Sharing Scheme, there should be a cycle station at every 500-700 mts.	<b>Clause No.6 "Number of Stations" under Section-II of the tender document may now be read as "Number of Stations should be adequate to promote first and last mile connectivity. The number of</b>

	<p>SDMC is providing 82 locations which shall be the primary locations. SDMC should make it mandatory for the successful vendor to create minimum of 4-5 secondary locations around each primary location for better last mile connectivity to the user.</p> <p>In Dwarka alone, DDA is creating 250 locations for better last-mile connectivity.</p>	<p><i>sites may be increased by successful bidder subject to a proportionate increase in License Fee, availability of space, after joint inspection and approval of the competent authority of SDMC. Also, if few locations in the clusters need to be interchanged for better connectivity, the same may be done after joint inspection, as per availability of space and approval of Competent Authority, SDMC".</i></p>
6	<p><b>Branding:</b> The vendor is allowed 2 nos. digital/normal display panels each of size 2m x 1.5m= 3 sqm. or 32.5 sq ft in which one side of each panel is to be used for public information. The vendor may be allowed to do branding on the cycles and stations also.</p>	<p>Branding on cycles and stations is permitted as per policy since the purpose of allocating branding here is to make the user fees affordable to incentivize the Public e-Bike/e-Cycle/Cycle (non-motorized) Transportation Sharing System. <b>Hence, no change in tender document.</b></p>
7	<p><b>Space for Depot/Workshop:</b> For better control and efficient service, space for depot must be provided by SDMC (in both Chandigarh Smart City and DDA space has been provided by them)</p>	<p><b>Clause No.1.6 "Space for Depots/ Workshop (may be provided by SDMC) under Section-II, Technical Specifications additional point no. 5 may be read as "Space may be provided by SDMC wherever available after joint inspection and approval of the competent authority of SDMC and the concessionaire shall have to pay enhanced License Fees accordingly on pro-rata basis".</b></p> <p>Other contents shall remain the same.</p>
8	<p><b>Fare Structure:</b> The bidder may be allowed to announce new schemes depending on the feedback from the users.</p> <p>Also, the fare for e-bikes should be on a per-minute basis and may be fixed by the vendor. This shall give a choice to the user to choose between normal cycle and e-bike.</p>	<p><b>In Clause No. 9 "Fare Structure", a subpoint "New Schemes" shall be added which shall be read as "The bidder may be allowed to announce new schemes depending on the feedback from the users. The same may be allowed only after approval of Competent Authority, SDMC".</b></p> <p>The fare structure as mentioned in the tender document shall be applicable as the motive is to incentivize the short duration use of public e-Bike/e-Cycle/Cycle, so that it can serve the maximum users. <b>Hence, no change in tender document.</b></p>
9	<p><b>Monthly License Fees:</b> The rate per location/site of around Rs 5000/- is very high. To make it a viable project this</p>	<p><b>No change in tender document.</b></p>

<p>should be reduced to Rs 2000/- per month which may be increased by 5% every two years.</p> <p>Secondly, serious PBS players should be given an option to operate PBS without any license fee and w/o advertisement option. In such a case no or a minimal license fee may be charged.</p> <p>Also, there should be a provision to sublet the advertisement portion to a third party.</p>	<p><b>An additional clause No. 23. "Subletting" shall be added in the tender document which shall be read as "Subletting the advertisement to a third party shall be permitted only for advertisement purpose".</b></p>
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**3. (B) Greenolution (through e-mail dated 29.05.2021)**

S.No	Query/ Request for Additional Information	Reply of SDMC
1	<p><b>Eligibility Criteria:</b> In order to bring in serious PBS players please keep bicycle-sharing experience to be minimum of 2 years.</p>	<p>As per the tender document, "The bidder entity should be in any business at least for the last three financial years. Out of this, for at least one year the bidder entity should be in the business of installation &amp; operation of public e-bike/e-cycle/cycle (non-motorized Transportation Sharing System)".</p> <p>The above criterion is appropriate in order to generate wider participation in the tender. <b>Hence, no change in tender document.</b></p>
2	<p><b>Minimum Qualification:</b> It should specify some minimum experience no. of rides/no.of cycles to qualify.</p>	<p>-----do-----</p>
3	<p><b>Minimum Hours of Operation:</b> In order to give last mile connectivity to DMRC users besides general public the operation may be allowed 24x7 operation.</p>	<p><b>No change in tender document.</b></p>
4	<p><b>Number of Stations:</b> There should be no charge for secondary stations to encourage the qualified bidder to add more stations since it involves their investment also.</p>	<p><b>Clause No.6 "Number of Stations" under Section-II of the tender document may now be read as "Number of Stations should be adequate to promote first and last mile connectivity. The number of sites may be increased by successful bidder subject to a proportionate increase in License</b></p>

		<p><i>Fee, after joint inspection and approval of the competent authority of SDMC. Also, if few locations in the clusters need to be interchanged for better connectivity, the same may be done after joint inspection, as per availability of space and approval of Competent Authority, SDMC".</i></p>
6	<p><b>Branding:</b> The operator may be allowed to put up the display boards at a distance but the stand instructions shall remain at the station only.</p> <p>Branding on the cycles/stations and single brand of the project may be allowed.</p> <p>Also there should be a provision to sublet the advertisements portion to a third party.</p>	<p>Branding on cycles and stations is permitted as per policy since the purpose of allocating branding here is to make the user fees affordable to incentivize the Public e-Bike/e-Cycle/Cycle (non-motorized) Transportation Sharing System.</p> <p><b>Hence, no change in tender document.</b></p>
7	<p><b>Space for Depot/ Workshop:</b> For better control and efficient service, space for depot to be provided by SDMC or very nominal non commercial rates may be charged.</p>	<p><b>Clause No.1.6 "Space for Depots/ Workshop (may be provided by SDMC) under Section-II, Technical Specifications additional point no. 5 may be read as "Space may be provided by SDMC wherever available and the concessionaire shall have to pay enhanced License Fees accordingly on pro-rata basis", after joint inspection and approval of the competent authority of SDMC.</b></p> <p>Other contents shall remain the same.</p>
8	<p><b>Fare Structure:</b> The rentals for the cycles and e-cycle may be separated. The e-cycle rate to be decided by the operator on per minute basis since it involves huge investment. The customer must get a choice.</p>	<p><b>In Clause No. 9 "Fare Structure", a subpoint "New Schemes" shall be added which shall be read as "The bidder may be allowed to announce new schemes depending on the feedback from the users. The same may be allowed only after approval of Competent Authority, SDMC".</b></p> <p>The fare structure as mentioned in the tender document shall be applicable as the motive is to incentivize the short duration use of public e-Bike/e-Cycle/Cycle, so that it can serve the</p>

		-	maximum users. <b>Hence, no change in tender document.</b>
9	<b>Monthly License Fees:</b> Rate of Rs.2000/- per location may be considered.		<b>No change in tender document.</b>

This issue with the approval of Competent Authority, SDMC.



**Administrative Officer  
R.P.Cell/SDMC**

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