



Expression of Interest (EOI)

Implementation of Smart BKC initiatives in Bandra Kurla Complex, Mumbai

For: Mumbai Metropolitan Region Development Authority (MMRDA)

Ref Number:

Date: 10th September, 2014

In-charge, Information Technology Cell

Mumbai Metropolitan Region Development Authority

2nd Floor, A wing

Bandra Kurla Complex

Bandra (East), Mumbai- 400-051

Tel: 022-26595919

Fax: 022-26595943

Email: itcadmin@mailmmrda.maharashtra.gov.in

jpntp@mailmmrda.maharashtra.gov.in

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1. Key Events and Dates

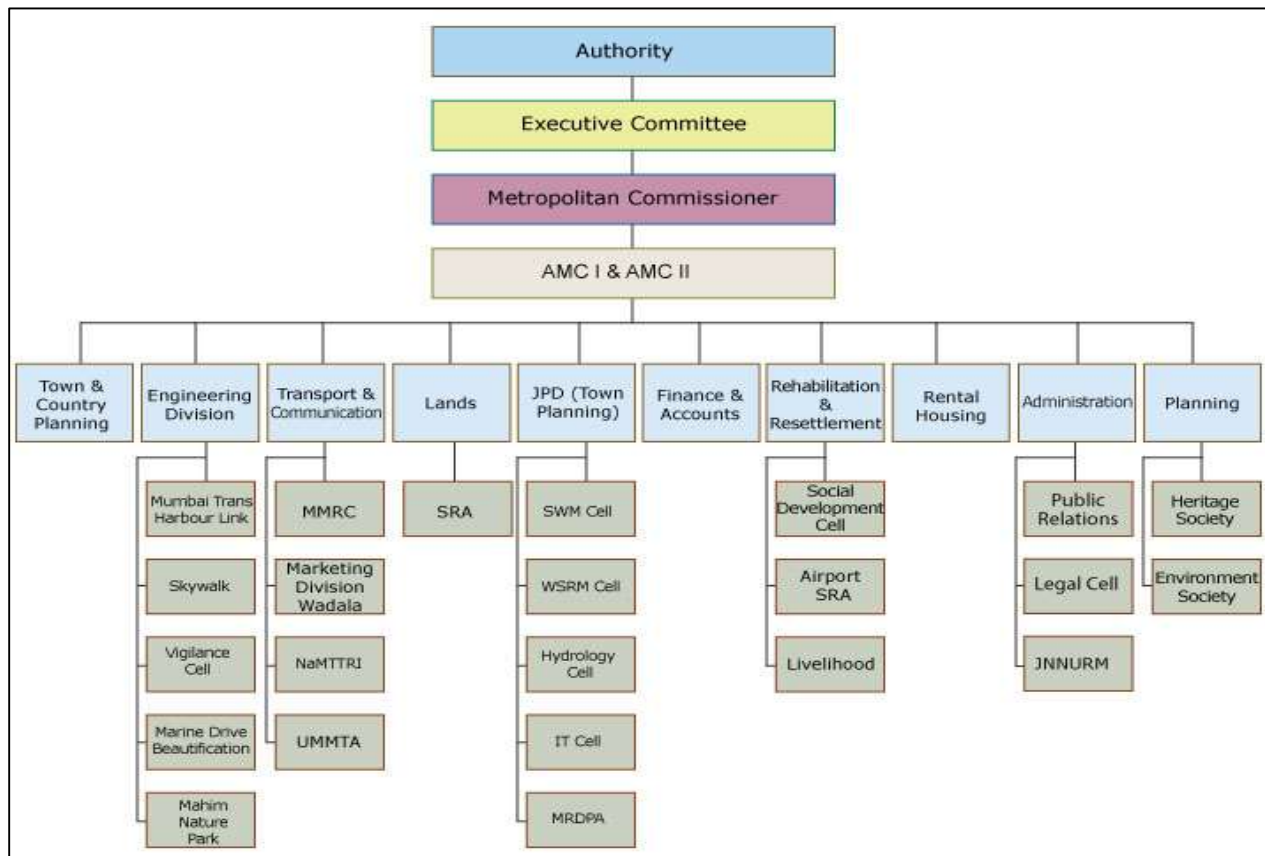
The EOI shall be submitted through online e-tendering portal of MMRDA only ***etendermmrda.maharashtra.gov.in***.

S. No	Information	Details
1)	Advertising Date	10 th September, 2014
2)	Download Date	From 10 th September , 2014 to 20 th October September, 2014
3)	Last date of receipt of Queries/Clarifications via email to itcadmin@mailmmrda.maharashtra.gov.in	24 th September 2014
4)	Pre Bid Meeting	26 th September 2014 at 3.00 pm
5)	Last date (deadline) for online submission of bids at etendermmrda.maharashtra.gov.in	28 th October, 2014 till 6.00pm
6)	EOI Transfer date	28 th October, 2014 till 7.01pm to 29 th October 2014 till 3.00pm
7)	Place of Pre Bid Meeting Mumbai Metropolitan Region Development Authority Committee room, 6 th Floor, B wing Bandra Kurla Complex Bandra (East), Mumbai- 400-051 Tel: 022-26595919	

2. Introduction

Mumbai Metropolitan Region Development Authority (MMRDA) was set up on the 26th January, 1975 under the Mumbai Metropolitan Region Development Authority Act, 1974 by the Government of Maharashtra as an apex body for planning and co-ordination of development activities in the Mumbai Metropolitan Region comprising of Mumbai and its influence area. The Authority declared under the act is a highest policy making body, having perpetual succession and a common seal with power, subject to the provisions of the Act, to acquire, hold and dispose of property, both moveable and immovable and to contract and to sue and be sued in its corporate name. At the apex is the Authority presided by the Minister of Urban Development Department, presently the Hon'ble Chief Minister. At the second and intervening tier is the Executive Committee presided by the Chief Secretary to the State Government. The third tier is headed by the Metropolitan Commissioner assisted by the Additional Metropolitan Commissioner and other head of departments and supporting staff/officers.

Organizational Overview- Snapshot



MMRDA prepares plans; formulates policies and programs; implements projects and helps in directing investments in the Region. In particular, it conceives, promotes and monitors the key projects for

developing new growth centers and brings about improvement in sectors like transport, housing, water supply and environment in the Region.

With the challenges of demographic change, population growth, climate change, Urbanization, it is essential that our cities allow future generations to not only sustain but also thrive. We envision a world where digital technology and intelligent design are harnessed to create smart, sustainable cities with high quality living. **MMRDA being the apex Planning and Policy making body in the State has envisaged to invest in smart initiatives such as smart economy, smart buildings, smart mobility, smart energy, smart information communication and technology, smart planning, smart citizen and smart governance.** MMRDA envisages developing MMR as an region that focuses on service provision to its citizen through a robust public & private sector collaboration model that embeds technology to integrate multiple infrastructure services for efficient operational bringing in revolutionary improvement in quality of life with sustainable inclusive approach.

3. Vision Smart BKC 1.0

Bandra Kurla Complex (BKC) was developed by MMRDA to create a State of the art financial and business hub. Bandra-Kurla Complex is being developed to decongest/decentralize further concentration of offices and commercial activities in South Mumbai. It facilitates built up space for operation of financial services, information technology and other ancillary services in the Bandra-Kurla Complex.

Bandra-Kurla Complex (BKC) is one of the prime growth centre of Mumbai for which MMRDA is the "Special Planning Authority". Today, the complex enjoys a numero one status due to the proximity to airport and other banking sector. The complex is already providing more than two lakh jobs and is a magnet to absorb future growth of offices and commercial activities. The Authority has developed 19 hectares of land (E Block) with the presence of prominent institutions such as the Reserve Bank of India, Income Tax, Sales Tax, Provident Fund and many other corporate and commercial establishments. Together, these buildings offer an office space as large as 160 Hect, potential enough to accommodate thousands of jobs. This meticulously planned complex also showcases a City Park which is regularly patronized by all cross sections of the society.

The complex has staff quarters, Club, 5 Star Hotels, Convention Complex, Diamond Bourse and hospitals apart from offices and housed a number of financial & business houses including National Stock Exchange, SEBI, & various national private banks, school, Mumbai Cricket Association's cricket ground and the Consulates of United States of America, United Kingdom, Australia, France.

Smart BKC 1.0 aims at becoming **Smart Financial District** harnessing the role of information and communications technologies that could play in transforming the Complex into a model Region of the future focused on three key aspects i.e. **Livability, Workability and Sustainability**. Smart BKC 1.0 envisages establishing key foundation initiatives with Strong ICT backbone for seamless experience for tenants, employees, other stakeholders with reduced energy consumption and reduced environmental stress”.

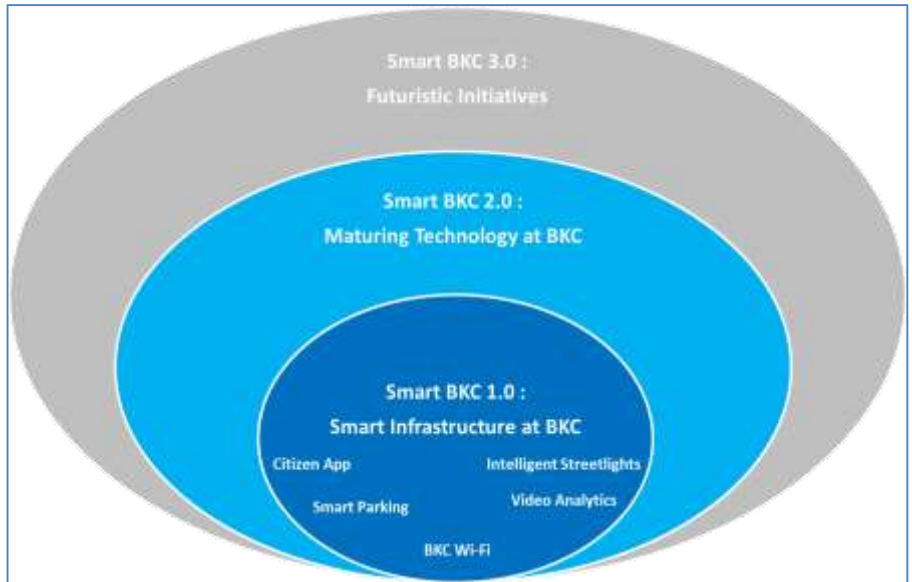


Figure 1: Vision Smart BKC Strategy

Approach: As part of its Smart BKC preparedness, MMRDA has conducted feasibility study¹ of implementation of Smart initiatives with the following approach & strategy. A broad level Smart BKC strategy was defined to ensure establishing BKC as **Smart Financial District**.

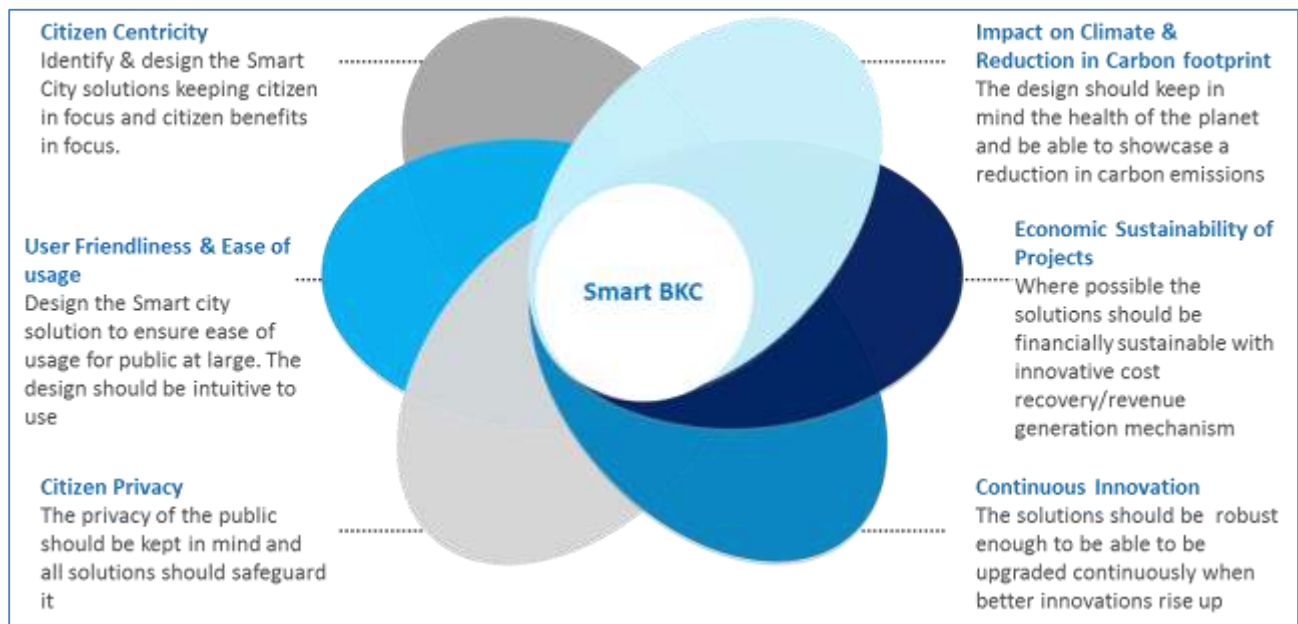
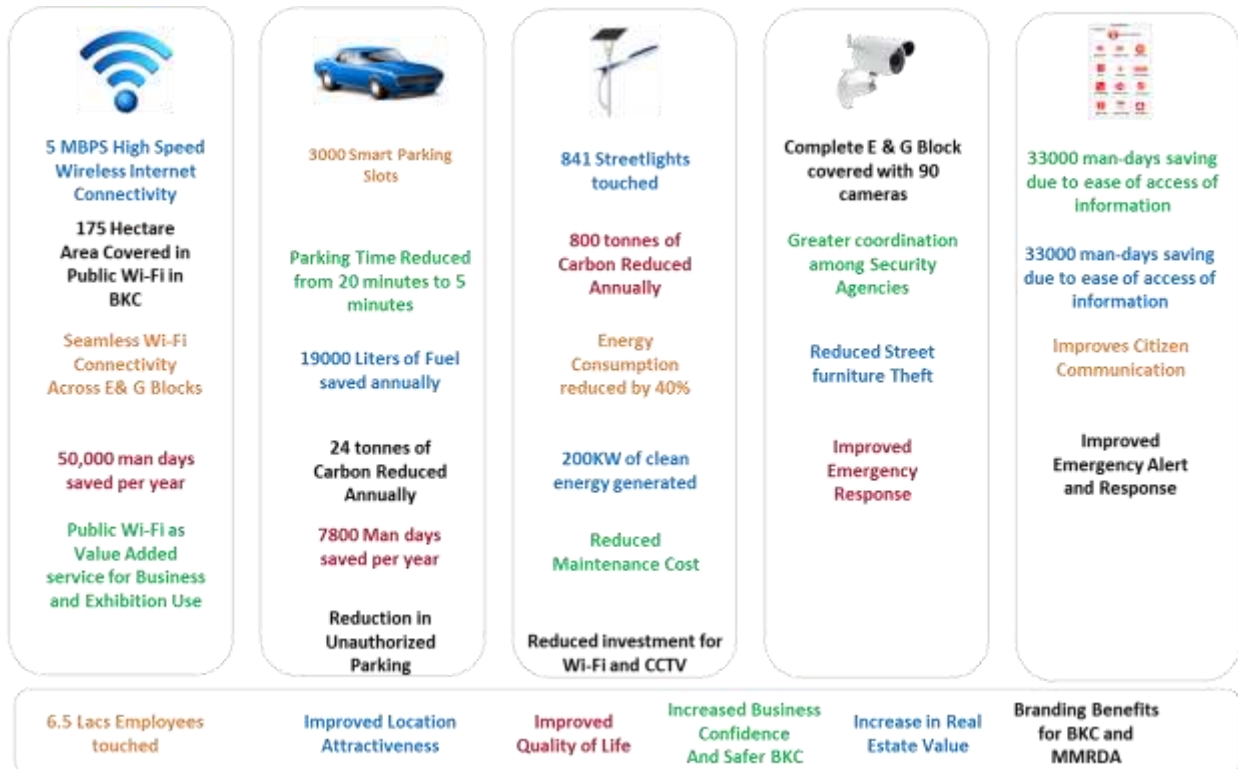


Figure 2: Vision Smart BKC Approach

¹ MMRDA would share the detailed feasibility study with the bidders during the Stage-2 Tender process

Scope & Envisaged Outcome: MMRDA has identified **5 primary initiatives** as a part of its **Vision Smart BKC 1.0** shall cater to ever evolving necessities of a metropolis to qualify as a noteworthy Smart City. Following are the features that shall be considered during the course of the projects which needs to be implemented specifically for **E&G Block** (details of E&G Block has been shared in Annexure A)

- a. Communication On Networks – BKC wide Wifi**
- b. Security – Video Surveillance and Analytics**
- c. Mobility and Accessibility- Smart Parking**
- d. Utilities – Intelligent Streetlights**
- e. City Management – Central Information Portal with Citizen Apps**



4. Purpose of Global EOI

MMRDA hereby invites EOI from **Industry Players Globally** (Master System integrators/Technology Partners/ Sub-System Integrators/ Original Equipment Manufacturers / Service Providers / Operations Integrator) globally, who wish to participate in a collaborative journey to Design, Develop, Implement², Operate & Maintain five selected Smart BKC 1.0 initiatives in E&G block of BKC i.e.

1. *Public Wifi*
2. *Video Surveillance and Analytics,*
3. *Sensor based Smart Parking,*
4. *Solar power & Time and Motion Sensor based Intelligent Streetlights and*
5. *Citizen Apps.*

Bidder are required to recommend the suitable implementation plan for the Smart BKC Initiatives with suggestive approach across following parameters

- Implementation Methodology
- Scope & Extent of Coverage of all the initiatives
- Efficiency, operability, maintainability features involved
- Collaboration Approach with all Ecosystem Stakeholders
- Procurement & Financing Models
- Any other Suggestions

5. Qualification Criteria

- i. The industry player should possess business strategy in the area of "Smart Cities" (or equivalent);
- ii. The industry player should possess basic capabilities & Technical Expertise to Design, Develop, Implement³, Operate & Maintain Smart BKC 1.0 initiatives as defined in the scope (Section 4)
- iii. The industry player should possess good track record in supporting Private & Government agencies in past across similar projects
- iv. The industry player should be of sound financial standing

² *The implementation scope also includes supply, installation and commissioning of IT , Allied IT and Non-IT Infrastructures and Annual Maintenance and Operation required for implementation of these initiatives*

6. Joint venture/ Consortium

1. Global Industry players (Master System integrators/Technology Partners/ Sub-System Integrators/ Original Equipment Manufacturers / Service Providers / Operations Integrator) are allowed to form Consortium. In case of Consortium, the Master System Integrator has to be the lead bidder who would be responsible for the bid.
2. In case of a Consortium Bid, the Lead Member would also need to submit Consortium Agreement Letter between the Lead bidder & Consortium members for the EOI clearly indicating their scope of work and relationship of each member of the consortium
3. The Consortium Agreement letter shall provide at least the following information in respect of all members of the Consortium
 - a. Brief description of nature of products/services to be provided by Consortium member;
 - b. Head and Branch offices (if responsible for work under the contract) (provide mailing addresses, phone, fax and email);
 - c. Date, form and state of incorporation of each Consortium member;
 - d. Contract Administrator (Name, business address, fax, phone and email address of individual responsible for administering any Contract that might result from this RFP);
 - e. Company Principals (Name, title and business address); and,
 - f. Current or prior successful partnerships with proposed Consortium member including Client reference (Contact name, phone number, dates when services were performed).
 - g. Turnover of each consortium members, including the lead bidder, as per Annexure A, Section 2/3
4. One Bid will be allowed from a Consortium

7. EOI Selection Process

- i. MMRDA through this **Stage-1 EOI** process intends to consider those potential bidders that have the requisite capability and competency, in terms of technical strengths, experience of carrying out similar projects and financial stability to address the requirements of MMRDA vision of Smart BKC 1.0
- ii. Bidders/ Consortium who have submitted a **Stage-1 EOI Response** and who fulfil the following qualification criteria shall be preferred for participation in **Stage 2 –Tender Process** as potential **consortium lead/ Master System Integrator** for implementation of Smart BKC 1.0 initiatives as set above. However, MMRDA also reserves the right to float open RFP for selection Master System Integrator based on the feedback to this EOI.

- iii. Interested Bidders are requested to submit their responses in the format enclosed. They may also provide documents in support of their approach, achievements / claims and compliance to eligibility criteria.
- iv. All the bidders will be assessed against the eligibility criteria listed in the EOI.
- v. All the bidders will be required to make presentation of their EOI response to confirm their understanding of MMRDA requirement.
- vi. If any information provided by the Bidder is found to be inaccurate at any stage of the selection process, MMRDA may, at its discretion, reject the offer of and no correspondence will be entertained in this regard. Submission of wrong and / or false information may also disqualify the Bidder from any future work from MMRDA.

8. EOI Submission process

- i. The EOI must be submitted online through MMRDA e-Tendering portal only.
- ii. The EOI document to be attached must be direct, concise, complete and arranged in an organized and structured manner.
- iii. To participate in online bidding process, Bidders must procure a Digital Signature Certificate (Class - II) as per Information Technology Act-2000 using which they can digitally sign and encrypt their electronic bids. Bidders can procure the same from any CCA approved certifying agency, i.e. TCS, Safecrypt, Ncode, etc. Bidders who already have a valid Digital Signature Certificate (DSC) need not procure a new DSC.
- iv. MMRDA will not be responsible for delay in online submission due to any reason. For this, bidders are requested to upload the complete bid proposal well advance in time so as to avoid issues like slow speed, choking of web site due to heavy load or any other unforeseen problems.
- v. Bidders are also advised to refer “Bidders Manual Kit” available at ***etendermmrda.maharashtra.gov.in*** for further details about the e-tendering process.

9. Clarifications on the EOI

Bidder shall send in their pre-bid queries to the contact address and e-mail ids as mentioned under Section: “Key Events and Dates” of this EOI document. The response to the queries if any will be published on MMRDA e-Tendering portal etendermmrda.maharashtra.gov.in and MMRDA website mmrda.maharashtra.gov.in. No telephonic queries will be entertained. This response of MMRDA shall become integral part of the EOI document. MMRDA reserves the right to respond to any queries.

10. General Terms & Conditions

- i. The covering letter must be submitted on the letter head of the bidder.
- ii. By submitting a response to the Eoi, the bidder shall be deemed to acknowledge that the bidder has carefully read all sections of this Eoi, including all forms, schedules and Appendices hereto, and has fully informed itself as to all the conditions and limitations.
- iii. By submitting a proposal in response to this Eoi, the bidder shall be deemed to acknowledge that the company is in agreement with the terms and conditions of the Eoi and the procedures adopted for bidding & evaluation of the responses of the bidders.
- iv. Language of Proposals - The proposals, all correspondence and document enclosed as part of the proposals should be in English.
- v. If the information submitted by the bidder during the Eoi process is found to be misrepresented, incorrect or false, accidentally, unwittingly or otherwise, at any time during the bidding process or any time during the tenure of the contract, including the extension period if any, the Purchaser has the right to terminate the contract and initiate penal action against the bidder.
- vi. Bids received after the due date and the specified time for any reason whatsoever, shall not be entertained and will be rejected without opening.
- vii. MMRDA may, at its discretion, extend the deadline for submission of proposals by publishing the details on the website where the Eoi document was made available.
- viii. Each applicant shall submit only one proposal
- ix. All proposals and accompanying documentation submitted as the bids against this Eoi, once opened will become the property of MMRDA and will not be returned.
- x. The information provided by the bidder, like the names of the customers of the bidder or any proprietary information about the bidder etc. will be treated as confidential information, unless

asked to disclose by the orders of the court of law or the Information Commission (under the RTI Act).

- xi. MMRDA is not restricted in its rights to use or disclose any or all of the information contained in the proposal, and can do so without compensation to the bidder. The MMRDA shall not be bound by any language in the proposal indicating the confidentiality of the proposal or any other restriction on its use or disclosure.
- xii. MMRDA reserves the right to accept or reject any or all offers without assigning any reasons there for. Bidder may be excluded from further consideration for failure to fully comply with the specifications of this EOI. MMRDA is under no obligation to acquire any or all of the solutions proposed, or to explain why any proposal is accepted or rejected.
- xiii. All costs incurred by the Bidder in the preparation and presentation of the proposal shall be absorbed entirely by the Bidder. All supporting document submitted by the Bidder in response to this EOI shall become the property of MMRDA.
- xiv. This EOI does not constitute an offer by MMRDA. No commercial quotes should be submitted along with the EOI. If found any the proposal will be rejected.
- xv. The bidder's participation in this process may or may not result in The Purchaser selecting the bidder to execute the project.
- xvi. The Bidder should have valid intellectual property rights for marketing and servicing of the solution offered. Any violation of the IPR in any of the components shall be the sole liability of the Bidder.
- xvii. MMRDA reserves the right to verify all statements, information and documents submitted by the bidder in response to this EOI for the purpose of assessing eligibility of the bidders. Any such verification or lack of such verification by the MMRDA shall not relieve the respondent of its obligations or liabilities hereunder nor will it affect any rights of MMRDA there under.
- xviii. In case it is found during the evaluation of the responses or at any time during the subsequent procurement process or before signing of the contract or after its execution and during the period of project execution resulting out of the contract thereof, that one or more of the Eligibility conditions have not been met by the respondent, or the respondent has made material misrepresentation or has given any materially incorrect or false information, the respondent shall be disqualified forthwith if not yet awarded the contract either by issue of the letter of intent or entering into a contract.

11. Annexure A - EOI Template

Please note: The EOI must be submitted in the following format.

Section-1: Covering Letter

(To be submitted on the letterhead of the bidder)

{Location, Date}

To

Mr. Shankar Deshpande
JPD (TP) & In-charge IT Cell
MMRDA,
Bandra - Kurla Complex
Bandra (East)
Mumbai—400051

Ref: EOI Reference No.

Subject: Submission of proposal in response to the EOI for “**Implementation of Vision Smart BKC 1.0**”

Dear Sir,

Having examined the EOI document, we, the undersigned, herewith submit our proposal in response to your EOI Notification number..... for “**Implementation of Vision Smart BKC 1.0**”

We have read the provisions of the EOI document and confirm that we accept these. We further declare that additional conditions, variations, deviations, if any, found in our proposal shall not be given effect to.

1. We agree to abide by this proposal, consisting of this letter, the detailed response to the EOI and all attachments.
2. We would like to declare that we are not involved in any litigation that may have an impact of affecting or compromising the delivery of services as required under this assignment, and we are not under a declaration of ineligibility for corrupt or fraudulent practices.
3. We would like to declare that there is no conflict of interest in the services that we will be providing under the terms and conditions of this EOI.
4. We hereby declare that all the information and statements made in this proposal are true and accept that any misrepresentation contained in it may lead to our disqualification.
5. We understand you are not bound to shortlist/accept any or all the proposals you receive.
6. We hereby declare that we qualify and fulfil all the eligibility criteria mentioned in the EOI.

Section-2: Company Profile

Lead Bidder

Sr. No	Information	Details
1	Name of responding lead bidder:	
2	Address of responding lead bidder:	
3	Name, Designation and Address of the contact person to whom all references shall be made regarding this EOI:	
4	Telephone number of contact person:	
5	Mobile number of contact person:	
6	Fax number of contact person:	
7	E-mail address of contact person:	
8	Status of Firm/ Company (Public Ltd., Pvt. Ltd., etc.)	
9	Company Registration Certificate (Enclosed Certificate)	
10	Active Cmmi Level status if any (Enclosed Certificate)	
11	ISO 9001: 2000 or higher quality certification if any (Enclosed Certificate)	
12	ISO 20000 / 27001 or higher Information Security certification as on date of submission of EOI in any (Enclosed Certificate)	
15	Office and a support center details in Mumbai. (Enclosed Self Certification)	

Consortium Partner/ JV if any;

Role of Consortium Partner:

Sr. No	Information	Details
1	Name of responding lead bidder:	
2	Address of responding lead bidder:	
3	Name, Designation and Address of the contact person to whom all references shall be made regarding this RFP:	
4	Telephone number of contact person:	
5	Mobile number of contact person:	
6	Fax number of contact person:	
7	E-mail address of contact person:	
8	Status of Firm/ Company (Public Ltd., Pvt. Ltd., etc.)	
9	Company Registration Certificate (Enclosed Certificate)	
10	Copy of the consortium agreement between the Lead member and Other member.	
11	ISO 9001: 2000 or higher quality certification if any (Enclosed Certificate)	
12	ISO 20000 / 27001 or higher Information Security certification as on date of submission of EOI in any (Enclosed Certificate)	
13	Any Other Quality certification and supporting documents	

We hereby declare that our proposal submitted in response to this EOI is made in good faith, and the information contained is true and correct to the best of our knowledge and belief.

Sincerely,

[Lead Bidder Authorized Signature]

Name

Title

Signature

Date and Stamp of the Signatory

Section-3: Financial Details of the Lead Bidder

(To be submitted duly signed by Statutory Auditor of the bidder on its letter head)

1. Annual Turnover Details of the lead bidder

S.No	Years	Turnover Details (IT Services) in Rs.	Net worth in Rs.
A	2012 – 13		
B	2011 – 12		
C	2010 – 11		
Average Annual Turnover (A+B+C)/3			

*Audited Balance sheet and Profit & Loss account statement of the Bidder (Lead Member and Other Member in case of Consortium) for each of the last 3 audited financial years FY 10-11, FY 11-12 and FY 12-13 shall submitted as supporting evidence.

Section-4: Financial Details of the Consortium Partner if any;

(To be submitted duly signed by Statutory Auditor of the bidder on its letter head)

S.No	Years	Turnover Details from IT Services in Rs.	Net worth in Rs.
A	2012 – 13		
B	2011 – 12		
C	2010 – 11		
Average Annual Turnover (A+B+C)/3			

*Audited Balance sheet and Profit & Loss account statement of the Bidder (Lead Member and Other Member in case of Consortium) for each of the last 3 audited financial years FY 10-11, FY 11-12 and FY 12-13 shall submitted as supporting evidence.

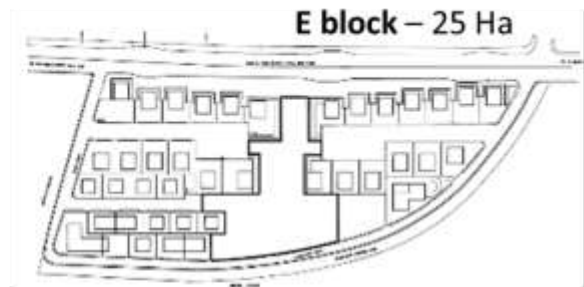
Section 5: Technical Approach & Case Study

- Implementation Methodology
- Scope & Extent of Coverage of all the initiatives
- Efficiency, operability, maintainability features involved
- Collaboration Approach with all Ecosystem Stakeholders
- Procurement & Financing Models
- Any other Suggestions
- Case studies
- Success Stories

12. Annexure B – Snapshots on Smart BKC 1.0



G block – 170 Ha



E block – 25 Ha

- Total number of employees in E & G – 640000
- Total available office area E & G – 6400000 sqm
- Total length of roads in E & G – 20km

Once phase 1 solutions have been implemented additional initiatives can be built upon the existing capabilities

Wi-Fi	Smart Parking	Intelligent Streetlight	Video Analytics	Citizen Mobile Application
<ul style="list-style-type: none"> ▪ BKC Wide Wi-Fi ▪ Communication Backbone for Parking Sensors, CCTVs, Kiosks 	<ul style="list-style-type: none"> ▪ On Street, Open and In Door Parking ▪ Parking Guidance App ▪ Parking Space Management ▪ Parking Reservations 	<p>Lighting</p> <ul style="list-style-type: none"> ▪ Light & Motion Sensor <p>Solar</p> <ul style="list-style-type: none"> ▪ 200 kw Grid Tied Solar PV 	<ul style="list-style-type: none"> ▪ 50 new cameras to cover entire BKC ▪ Integration with Mumbai CCTV ▪ Command Center at MMRDA and BKC Police St. 	<ul style="list-style-type: none"> ▪ BKC Information ▪ Key Contacts ▪ Citizen Involvement Mobile App ▪ Kiosks
<p>Extend for more Smart City Apps</p> <ul style="list-style-type: none"> ▪ Air Pollution Sensors ▪ Smart Meter (Electric/Water/Gas) ▪ Water Quality Meters ▪ Flood Sensors 	<ul style="list-style-type: none"> ▪ EV Charging Stations ▪ EV Charging Station Locator ▪ Differential Parking Charging 	<p>Lighting</p> <ul style="list-style-type: none"> ▪ LED Retrofit Lighting <p>Solar- expand to 1 MW</p> <ul style="list-style-type: none"> ▪ Solar PV on Buildings (Terrace and Façade) ▪ Solar PV on Bus Stops 	<ul style="list-style-type: none"> ▪ Extend Command center at MMRDA to City Command Center ▪ Feed to Transportation Planning 	<ul style="list-style-type: none"> ▪ Citizen Involvement in Planning ▪ Citizen Services -GIS and ERP Integration

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