

**Government of Odisha**  
**Directorate of Mines, Odisha**  
**Heads of Department, Unit-V, Bhubaneswar**

**EXPRESSION OF INTEREST (EOI)**

**EoI No:** 4901 /DM.

**Date:** 07-06-2022

The Directorate of Mines, Odisha invites Expression of Interest (EOI) from interested agency/firm for **“Development and Implementation of an intelligent drone platform”** in Odisha. The last date and time for submission of EOI: dt. 04.07.2022 by 3.00 P.M. For details refer to our website [www.odishaminerals.gov.in](http://www.odishaminerals.gov.in).

  
**DIRECTOR OF MINES, ODISHA**

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## EXPRESSION OF INTEREST

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Selection of Agency for development and  
Implementation of an intelligent drone platform



EOI Ref No. \_\_\_\_\_ dt. \_\_\_\_\_



## DIRECTORATE OF MINES

HEADS OF DEPARTMENT BUILDING

LOCATION - UNIT - V, BHUBANESWAR - 751001

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## 1 Invitation for EOI

- a. The Director of Mines (DoM) invites EOIs from prospective agencies ('Bidders') for **"Selection of Agency for development and Implementation of an intelligent drone platform"** in Odisha.
- b. Interested Software development and IT companies may please submit their EOI responses along with necessary documents as indicated in EOI.
- c. The authority reserves the right to cancel EOI without assigning any reasons thereof.
- d. Addendum/ Corrigendum, if any, will be hosted in the website only.
- e. This EOI is not a commercial offer and is issued with no binding commitment.

## 2 Schedule of Events

SL#	Event	Schedule
1.	Last date for submission of queries by Bidders	17.06,2022 by 05.00 PM
2.	Response of queries	24.06,2022 by 05.00 PM
3.	Last date and time for receipt of EOI response from Bidders	04.07.,2022 by 03.00 PM
4.	Date and time for opening of EOI responses	04.07,2022 by 05.00 PM
5.	Date of Presentation & Demonstration of Proposed Solution	11.07,2022

## 3 About Department of Steel and Mines

The Department of Steel and Mines works for the development of the mineral resources of the state and is the authority for mines and minerals development and regulation. The main functions and activities of the department are systematic survey and assessment of the mineral deposits of the state, their exploitation, administration of mines and mineral concession, enforcement measures for prevention of illegal mining and smuggling of minerals, assessment and collection of mining revenue from both major minerals & minor minerals.

### 3.1 About Directorate of Mines

The Directorate of Mines(DoM), Odisha functions under the administrative control of Steel & Mines Department of Odisha. The major functions of the Directorate are administration of mines & minerals, processing of mineral concession applications, collection of mineral revenue, prevention & control of illegal mining & smuggling of minerals, enforcement of statutory provisions for exploration of minerals, peripheral development of mining areas, chemical analysis of ores & minerals etc. The Directorate, which is having its headquarters at Bhubaneswar, carries out the administrative functions through 14 circle mining offices located in different parts of the State. For the governance and regulation of the mining sector in the state, government currently uses IT/ICT systems such as i3MS for undertaking various permit management, ePass management, royalty management, VTS etc. which caters to all major stakeholders to the mining sector in the state including lessees, licensees etc.

## 4 Objective of the Eoi

Through this EOI the department seeks scope discovery for the usage of drones and remote sensing technology in mining operation and invites interested agencies to submit their solution for

development and implementation of an intelligent software platform that enables ingestion of drone captured data (raw or pre-processed image and videos), perform analysis on the same based on certain use cases identified and provision the generated output (report on compliances and violations) to the users/stakeholders such as DoM officials, other competent authorities, lessees and other reportees covered u/s 34 (A) of MCDR Act on the platform.

This end-to-end platform shall enable the process after acquisition of image and other relevant datasets and would essentially be reliant on software development and drone image analytics capability rather than assembly and operation of drones as the drone flight operations shall be under the purview of the lessee/reportee. The platform shall analyse drone captured data pertinent to the various operations and compliance aspects of the mining lessees and report the same in relevant visual format. The platform is expected to be integrated with current i3MS system and would be a part of the existing IT ecosystem.

## **5 Disclaimer**

- a. This EOI is neither an agreement nor an offer by DoM to applicants or any third party. The purpose of this EOI is to provide interested parties with information to facilitate their participation in the EOI process.
- b. This EOI includes statements, which reflect various assumptions and assessments arrived by DoM. Such assumptions, assessments and statements do not purport to contain all the information that a party may require.
- c. This EOI may not be appropriate for all persons or entities such as drone flight operators, survey agencies, drone OEMs etc. and it is not possible for DoM to consider the particular needs of each party who reads or uses this EOI document.
- d. The assumptions, assessments, statements and information contained in this EOI document may not be complete, accurate, adequate or correct. Each applicant must, therefore, conduct its own investigations and analysis and should verify the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.
- e. Information provided in this EOI is on a wide range of matters, some of which may depend upon interpretation of law. The information provided is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. DoM accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
- f. DoM, its employees and their consultants make no representation or warranty and shall have no liability to any person including any applicant under any law, statute, rules or regulations, the law of contract, tort, principles of restitution or unjust enrichment or otherwise for any loss, damage, cost or expense which may arise from or be incurred or suffered in connection with this EOI, or any matter deemed to form part of this EOI, or arising in any way in relation to this EOI process.
- g. Neither DoM nor its employees or its consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this EOI. DoM also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused arising from reliance of any applicant upon the statements contained in this EOI.

- h. The applicant should confirm that the EOI document downloaded by them is complete in all respects, including all annexures and attachments, if any. In the event the document or any part thereof is missing, the applicant may contact the nodal officer of DoM for this EOI process
- i. This EOI and the information contained herein are strictly confidential and privileged and are for the exclusive use of the applicant to whom it is issued
- j. DoM reserves the right in its sole discretion, without any obligation or liability whatsoever, to accept or reject any or all of the EOI responses at any stage of the EOI process without assigning any reasons. Further, DoM reserves the right to annul the EOI process and / or to reject any or all EOI responses without thereby incurring any liability to the affected applicants or any obligation to inform the affected applicants of the grounds for DoM's action. The decision of DoM shall be final and binding in this regard.
- k. Applicants shall not make any public announcements with respect to the EOI process or the EOI document. Public announcements, if any, are to be made with respect to the EOI process or this EOI shall be made exclusively by DoM. Any breach by an applicant in this regard shall be deemed to be in non-compliance with the terms and conditions of this EOI and shall render the EOI response liable for rejection. DoM's decision in this regard shall be final and binding on the applicant.
- l. The applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI response including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by DoM, attending the "meeting with interested organizations" & site visit or any other costs incurred in connection with or relating to its EOI response. All such costs and expenses will remain with the applicant and DoM shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by any applicant in preparation or submission of its EOI response, regardless of the conduct or outcome of the EOI process.
- m. By responding to the EOI, the applicant shall be deemed to have confirmed that it has fully satisfied and understood the terms and conditions of the EOI. The applicant hereby expressly waives any and all claims in respect thereof.

## **6 Indicative Scope of Work**

To bring in better governance visibility and transparency in the operations of mines, the department of Steel & Mines (DoM) is looking for the IT implementing agency to achieve the following:

- a. Supplying Bespoke/ COTS platform to analyse data acquired from drones such as:
  - Lease Boundary Inspection
  - Land Use Pattern Assessment
  - Production pit status
  - Stockpile detection and Volume Calculations

Apart from the mentioned, the bidder is free to propose any relevant use case that can be achieved with the use of UAV in the mining sector from a regulatory prospect.

The bidders in their EOI response must include details of hardware requirement (IT and non-IT infrastructure), network sizing, internet bandwidth, software, licenses and other essentials and pre-requisites considering on-premise implementation, if any.

## 7 Instructions to Bidders

### 7.1 Completeness of response

- a. Bidders are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of the bid shall be deemed to have been done after careful study and examination of the EOI documents with full understanding of its implications.
- b. The response to this EOI should be full and complete in all respects. Failure to furnish all information required by the EOI documents or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of its proposal.

### 7.2 EOI proposal preparation costs and related issues

- a. The Bidder is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations/demonstrations, preparation of proposal, in providing any additional information required by the Purchaser to facilitate the evaluation process, unless explicitly specified to the contrary.
- b. Purchaser will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.
- c. This EOI does not commit Purchaser to award a contract or to engage in negotiations. Further, no reimbursable cost may be incurred in anticipation of award or for preparing this EOI, unless explicitly specified to the contrary.
- d. All materials submitted by the Bidders will become the property of Purchaser and may be returned completely at its sole discretion.

### 7.3 Pre-bid

- a. The Bidders will have to ensure that their queries should reach to Additional Director of Mines only by email (itpmu@orissaminerals.gov.in) on or before 17.06.2022 by 5 PM.
- b. The queries should necessarily be submitted in the following forma (Soft copy in .doc or .xls file to be attached):

SI No.	EOI Document Reference(s) (Section & Page Number(s))	Content of EOI requiring Clarification(s)	Points of clarification

- c. DoM shall not be responsible for ensuring receipt of the bidders' queries. Any requests for clarifications post the indicated date and time may not be entertained by DoM.

#### **7.4 Responses to pre-bid queries and issue of corrigendum**

- a. The Nodal Officer notified by DoM will endeavour to provide timely response to all queries. However, Purchaser makes no representation or warranty as to the completeness or accuracy of any response made in good faith.
- b. At any time prior to the last date for receipt of bids, DoM may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, modify the EOI document by issuing a corrigendum.
- c. The corrigendum (if any) & clarifications to the queries from all Bidders will be posted on department's website.
- d. Any such corrigendum shall be deemed to be incorporated into this EOI.
- e. In order to afford prospective bidders reasonable time in which to take the corrigendum into account in preparation of their bids, Purchaser may, at its discretion, extend the last date for the receipt of EOI Bids.

#### **7.5 Right to terminate the EOI process**

- a. Purchaser may terminate the EOI process at any time without assigning any reason. Purchaser makes no commitments, expression or implied that this process will result in a business transaction with anyone.
- b. This EOI does not constitute an offer by the Purchaser. The Bidder's participation in this process may result in Purchaser short listing the Bidder to submit a complete technical and financial response at a later date.

#### **7.6 Consortium/ JV**

Consortium/ JV are allowed

#### **7.7 Submission of responses**

Bidders should submit their responses as per the format given in this EOI document in the following manner:

- a. Technical Proposal (1 Original + 1 Copy in hard copies each) in an envelope
- b. The envelope containing Technical Proposal should be put in another single sealed envelope clearly marked as "RESPONSE TO EOI FOR SELECTION OF AGENCY FOR IT IMPLEMENTATION IN MINING SECTOR"- EOI Ref NO - <<REF No.\_\_\_\_ dt.\_\_\_\_>> with the wordings "DO NOT OPEN BEFORE <<Date of Opening>>".
- c. The outer envelope thus prepared should also indicate clearly the name, address, telephone number, e-mail ID and fax number of the bidder to enable the Bid to be returned unopened in case it is declared "Late".
- d. All the pages of the proposal must be sequentially numbered and must contain the list of contents with page numbers. Any deficiency in the documentation may result in the rejection of the Bid.
- e. The proposal/ bid shall be prepared in indelible ink. It shall contain no interlineations or overwriting, except as necessary to correct errors made by the bidder itself. Any such corrections must be initiated by the person (or persons) who sign(s) the proposals.



- f. All pages of the bid shall be initiated and stamped by the authorized person or persons who sign the bid.
- g. In case of any discrepancy observed by the department in the contents of the submitted original paper bid documents with respective copies, the information furnished on original paper bid document will prevail over others.

## 7.8 Venue & Deadline for Submission of proposals

Proposals, in its complete form in all respects as specified in the EOI must be submitted to the Directorate in the address specified below:

Addressed To	DR. UMESH CHANDRA JENA, ADDITIONAL DIRECTOR OF MINES, DIRECTORATE OF MINES HEADS OF DEPARTMENT BUILDING LOCATION - UNIT - V, BHUBANESWAR - 751001
Telephone	Phone :- +91674 -2393607
Fax No.	+91674 -2391684
E-mail id	itpmu@orissaminerals.gov.in
Last Date & Time of Submission	04.07.2022 by 03.00 PM

## 8 Evaluation Criteria

### 8.1 Eligibility Criteria

#### a. Legal Entity

- The bidder should be a company registered under the Indian Companies Act and must be in operation since last 7 years as on date of submission of Bid. Following supporting documents to be submitted:
  - Certificate of Incorporation
  - Valid GSTIN Certificate
  - Copy of PAN
  - Work orders confirming 7 years of operation

#### b. Turnover

- The bidder must have average annual turnover of Rs.30 Crores in last three financial years ending at 31/03/2021. Following supporting documents to be submitted:
  - Extracts from the audited Balance Sheet
  - Profit & Loss OR Certificate from the statutory auditor
  - Copies of Annual Income Tax returns for last 3 years (F.Y. 2018-19, 2019-20, 2020-21)

#### c. Quality Certification

- The bidder must have valid SEI CMMi Level 3 & above and the following ISO Certificate as on date of submission of the response to the EoI:
  - Valid ISO Certificates - ISO 9001:2015, ISO 27001: 2013 and ISO 20000-1
  - Copy of valid CMMi certificate issued from CMMi Institute erstwhile SEI published in CMMi website

**d. Technical Capability in Mining Sector**

- The Bidder must have implemented at least 1 application/ software pertaining to mining operations for central govt./any state govt./PSU in India within last 7 years as on date of submission of bid of value not less than INR 5 Crore
  - Work Orders
  - Ongoing or completion certificate

**e. Technical Capability in usage of Drones**

- The bidder must have experience in implementation of image processing software catering to stockpile identification and analysis, land use mapping by using UAV/drones or remote imagery in mining/energy/utility/land sector for any Govt. Department/PSU/Private Entity
  - Work Orders
  - Ongoing or Project completion certificate

**f. Resources**

- The bidder must have at least 200 full time employees in its payroll as on date of submission of bid
  - Copy of the latest EPF deposit challan showing the number of employees

**g. Online Live Demonstration**

- Live Demonstration of Solution available with Bidder for usage of drones in Mining
  - Bidder should showcase the demonstration of similar solution implementation done by them in mining sector
  - Any new functionalities or features that would be relevant to the overall objective of the EoI

**h. Blacklisting/Debaring**

- Responding Firm/ Company shall not be under a declaration of ineligibility for corrupt or fraudulent practices and must not be blacklisted by any State Govt. Central Govt., for any reason, at the time of bid submission.
  - Self-Declaration on Bidder's letterhead

**i. EoI Document Fee**

- The bidder must submit EoI document fee amounting to ₹ 10,030/- (inclusive of GST @18%).
  - EoI document fee to be submitted in Demand Draft (in favour of the Director of Mines, Odisha)/ Electronic Transfer (SBI A/C No.10977507719, IFSC Code: SBIN0006408)

**j. Power of Attorney for Authorized Signatory**

- The bidder shall submit Power of Attorney/ Board Resolution, duly authorizing the person signing the documents to sign on behalf of the bidder and thereby binding the bidder.
  - Power of Attorney/ Board Resolution document to be submitted

## **9 Evaluation Process and Way Forward**

- a. This EOI is an endeavour to generate competition and receive an expression of interest from interested vendors by following an openly advertised competitive bidding process
- b. DoM will constitute an Evaluation Committee to evaluate the proposal of the firms. The committee may seek additional documents as it deems necessary.
- c. The decision of the Evaluation Committee in the evaluation of proposals to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Committee.
- d. The vendors may be required to demonstrate/presentsolutions if the department decides.
- e. The Evaluation Committee reserves the right to reject any or all proposals.

## **10 Instructions to Participants**

- a. The EOI shall be available on the Govt. of Odisha ([www.odisha.gov.in](http://www.odisha.gov.in)) website and Department of Steel & Mines website ([www.odishaminerals.gov.in](http://www.odishaminerals.gov.in)).
- b. The Authorized Signatory of the Applicant should be duly authorized by a Power of Attorney authorizing him/her to perform all tasks related to EOI submission, including but not limited to sign and submit the EOI response and to participate in the EOI submission process on behalf of the applicant.
- c. Pre-bid clarifications: Applicant may also send their queries by email to DoM, queries received after the last date for sending queries (as per the Schedule for the EOI) may not be considered by DoM.
- d. Issue of corrigendum / amendment: at any time prior to the last date of submission of EOI response, DoM may at its own initiative or in response to a query or clarification requested by an applicant if found appropriate, issue a corrigendum/ amendment to the EOI documents, which shall be available for download on its website and also on the e-procurement portal of the Government of Odisha and the same shall also be considered to be part of the EOI documents.
- e. Extension of EOI Due Date: DoM may, at its discretion, extend the EOI Due Date which shall be related as an act of amendment of this EOI.
- f. Right to accept or reject any/ all EOI: Notwithstanding anything contained in the EOI, DoM reserves the right in its sole discretion, without any obligation or liability whatsoever, to accept or reject any or all of the EOI response at any stage without assigning any reasons thereof. Further DoM reserves the right to annul the EOI Process and / or to reject any or all EOI response at any stage without thereby incurring any liability to the affected applicants or any obligation to inform the affected applicants of the grounds for DoM's action. Decision of DoM shall be final and binding in this regard. DoM reserves the right to reject any EOI response if at any time, a material misrepresentation is made or uncovered or if the EOI response received is conditional or qualified.
- g. Language of the EOI response: The EOI response and all related correspondence and documents in relation to the bidding process shall be in the English language. Supporting documents and printed literature furnished by the Applicant with the EOI response may be in any other language provided that they are accompanied by translations of all the

pertinent passages in the English language, duly authenticated and certified by the Applicant.

- h. EOI preparation cost: The applicants shall bear all its costs associated with or relating to the preparation and submission of its EOI response including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by DoM or any other costs incurred in connection with or relating to its EOI response. All such costs and expenses will remain with the applicants and DoM shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an applicant in preparation or submission of the EOI response, regardless of the conduct or outcome of the EOI.
- i. Opening of EOI responses: The EOI response shall be opened as per the schedule indicated in Schedule for the EOI.
- j. The Applicants intending to participate in this EOI are required to submit their bid through postal/ courier/ by hand only.

## 11 Additional Information to organizations

- a. The EOI document is not transferable.
- b. **Dispute Resolution:** Any dispute, difference or controversy of whatever nature howsoever arising under, or out of, or in relation, to this EOI between DoM and the service provider, and so notified in writing by either party to the other party shall, in the first instance, be attempted to be resolved amicably and the parties agree to use their best efforts for resolving all disputes arising under or in respect of this EOI promptly, equitably and in good faith. In the event of any dispute between the parties, it is agreed that a discussion shall be held between the service provider and DoM within 7 (seven) days from the date of reference to discuss and attempt to amicably resolve the dispute. If such meeting does not take place within the 7 (seven) day period or the dispute is not amicably settled within 15 (fifteen) days of the meeting, the dispute, if referred to, shall be decided by the Civil Court of competent jurisdiction at Bhubaneswar. There shall be no arbitration between the Parties. The provisions of Arbitration & Conciliation Act, 1996 as amended from time to time, shall have no application to the present work.
- c. **Governing law and jurisdiction:** This Service Order / Agreement shall be construed and interpreted in accordance with and governed by the laws of State and Central Government in force in India. The Courts at Bhubaneswar shall have exclusive jurisdiction over all matters arising out of or relating to this Service Order / Agreement.
- d. **Blacklisting:**
  - Blacklisting of a business concern/entity or supplier may be resorted to in following cases: -
  - If the business concern/entity is blacklisted by any Department of the Central Government / State Government/Central PSU/State PSU.
- e. **Corrupt or Fraudulent Practices:**
  - Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the EOI process. Notwithstanding anything to the contrary contained herein, DoM may reject an EOI response without

being liable in any manner whatsoever to the applicant if it determines that the applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice, restrictive practice, collusive bidding or bid rigging in the EOI process.

## 12 Appendix: Bid Submission Forms

### 12.1 Bid Formats

#### 12.1.1 FORM 1: Cover Letter

(To be submitted on the Letterhead of Bidder)

To

.....

Subject: EOI for Selection of Agency for development and Implementation of an intelligent drone platform

Ref: \_\_\_\_\_

Sir/Madam,

I, the undersigned, offer to provide the services for the proposed assignment in respect to your EOI Reference No. \_\_\_\_\_, dated \_\_\_\_/\_\_\_\_/2022 by 00.00 PM. We hereby submit our response which includes the pre-qualification and technical proposal. Our proposal will be valid for acceptance up to 180 days and I confirm that this proposal will remain binding upon us and may be accepted by you at any time before this expiry date.

All the information and statements made in our proposal are true and correct and I accept that any misinterpretation contained in it may lead to disqualification of our proposal.

I have examined all the information as provided in your Expression of Interest (EOI) and offer to undertake the service described in accordance with conditions and requirements of the shortlisting process. I agree to bear all costs incurred by us in connection with the preparation and submission of this proposal. In case, any provisions of this EOI including our response are found to be deviated, then you shall have rights to reject our proposal. I confirm that, I have the authority to submit the proposal and to clarify any details on its behalf.

I understand you are not bound to accept any proposal you receive.

Yours faithfully,

**Authorized Signatory with Date and Seal: Name:**

**Title:**

**Address of Bidder:**

### 12.1.2 FORM 2: Bidder's Organization (General Details)

(To be submitted on the Letterhead of Bidder)

S.#	Information	Details
1.	Name of Bidder	
2.	Registered Address of Bidder	
3.	Address for Communication	
4.	Name, Designation and Address of the contact person to whom all references shall be made regarding this EOI	
5.	Mobile No. of contact person:	
6.	E-mail address of contact person:	
7.	GST Number of the Firm	
8.	PAN No. of the firm	
9.	Turnover: i. FY2018-19 ii. FY2019-20 iii. FY2020-21 iv. Copies of Annual Income Tax returns for last 3 years (F.Y. 2018-19, 2019-20, 2020-21) to be attached separately	

**Authorized Signatory with Date and Seal: Name:**

**Title:**

**Address of Bidder:**

**12.1.3 FORM 3: Acceptance of Terms and Conditions**

(To be submitted on the Letterhead of Bidder)

To

.....

Subject: EOI for Selection of Agency for development and Implementation of an intelligent drone platform

Sir/Madam,

I have carefully and thoroughly gone through the Terms & Conditions along with scope of work contained in the EOI No. \_\_\_\_\_ dated \_\_\_\_\_ regarding “EOI for Selection of Agency for development and Implementation of an intelligent drone platform”.

I declare that all the provisions/clauses including scope of work of this EOI are acceptable to our company. I further certify that I am an authorized signatory of the company and I am, therefore, competent to make this declaration.

**Authorized Signatory with Date and Seal:**

**Name:**

**Title:**

**Address of Bidder:**



### 12.1.4 FORM 4: Technical Capability

1	Project Name:	
3	Name of the Client:	
4	Project Location:	
5	Contact person of the client with address, phone and e-mail:	
6	Project Duration:	
7	Start Date (month/year): Completion Date (month/year):	
8	Status of assignment: Completed / Ongoing (if it is on-going, level of completion)	
9	Narrative description of the project with scope:	
10	Solution Details:	
	i. Platform & Technology details	
	ii. Software & Tools details	
	iii. Any other (specify in details)	