



The World's Sixth Sense™

## OEM Criteria

Date: 23/05/2018

To,

Office of General Manager – RSCDL,  
Third Floor, Integrated Command and Control Centre,  
Rajkot Municipal Corporation,  
Nanamawa circle,  
150' Ring road,  
Rajkot - 360005

RFP Ref: RSCDL/SMART CITY/05/2017-18 Dated 16/03/2018

Dear Sir,

We **FLIR INTELLIGENT TRANSPORTATION SYSTEMS** with presence in India through **FLIR Systems India PVT LTD (1111, D-mall, Netaji Subhash Place, Pitampura, Delhi-34)** as local support and company headquarters and factory at **Hospitaalweg 1B, 8510 Marke, Belgium** and reputable manufactures of **TrafiCam Series Vehicle Presence Detection Sensors** for Traffic Control with **presence in India for over Six Years** do hereby confirm the following OEM criteria:

### **2.28 Eligible Goods and Services, and OEM Criteria:**

For purposes of this Clause, the term “goods” includes commodities, raw material, machinery, equipment, and industrial plants; and “related services” includes services such as insurance, transportation, supply, installation, integration, and testing, commissioning, training, and initial maintenance.

*[FLIR ITS: Supply, Calibration & Training for Vehicle Presence Detection Sensors only to SI]*

**With regards to below criteria, OEMs will certify the installation base and the project experience. This certificate shall be issued through the Global Headquarters and attested by the Indian office. Authority shall verify the claim of OEMs by using publicly available reports like IDC, IHS etc., in case there is any doubt of gross negligence:**

**b. Edge Level (Field) Switches** - Minimum installation base of 5,000 switches across globe as on 31/03/2017 and Should have been operational for at least 2 City/outdoor CCTV Surveillance projects (globally) for supporting minimum 1000 city/outdoor network devices (such as camera, controller etc.) each in last 3 years

*[FLIR ITS: NA, SI's scope]*

**c. Other Switches and Routers** - OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per. IDC / Similar organisation's latest published quarterly report / presence in the latest Magic Quadrant by Gartner.

*[FLIR ITS: NA, SI's scope]*

**d. Servers, Racks, Desktop PC and Workstations** - OEMs who are amongst the top 5 for world-wide market share in terms of revenue as per IDC / Similar organisation's latest published quarterly report / presence in the latest Magic Quadrant by Gartner.

*[FLIR ITS: NA, SI's scope]*

**e. Storage Solution** - OEMs who are amongst the top 5 for world-wide market share in terms of revenue as per IDC / Similar organisation's latest published quarterly report / presence in the latest Magic Quadrant by Gartner.

*[FLIR ITS: NA, SI's scope]*

**f. We(OEM), confirm that registered service/support centre is existing or shall be established in India within 30 days of award of contract.**

*[FLIR ITS: Authorized presence in India with service center support, annexure attached]*

Adequate supporting documents pertaining to the above points, along with a summary compliance table, should be submitted in the technical proposal by the Bidder.

Yours faithfully,



Name: JEEVIT VASHISHTHA  
Designation: Business Development Manager ITS, India Region  
Date: 23 May 2018  
Place: New Delhi  
B. Addresses:- Hospitaalweg 1B, B-8510 Marke, BELGIUM  
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Netaji Subhash Place, Pitampura, Delhi-34