



**OFFICE OF THE MANAGING DIRECTOR
ASSAM STATE TRANSPORT CORPORATION,
PALTANBAZAR, PARIBAHAN BHAWAN, GUWAHATI-781008**

Notice. No. ASTC/HO/DGM (Op)/EV-OUTSOURCE/2023-24/455/0109

Date: 03-06-2023

Corrigendum-II

In reference to the RFB no. **ASTC/HO/DGM (Op)/EV-OUTSOURCE/2023-24/455/0064**, dated 15.05.2023 for “**Leasing of The Operation of Electric Buses Within Guwahati City and its Adjoining Suburban Areas for Assam State Transport Corporation (ASTC)**”, certain amendments enclosed as Annexure-A, have been incorporated in the bid document. Bidders are requested to take the note of these amendments prior to the submission of bid.

Annexure B contains the replies to the pre-bid queries sent by interested bidders.

**Enclosed: Annexure-A
Annexure-B**

Sd/-

**Managing Director,
A.S.T. Corporation, HO**



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Annexure-A of Corrigendum No. II

RFB No.: ASTC/HO/DGM (Op)/EV-OUTSOURCE/2023-24/455/0064

Dated: 15th May, 2023

Leasing of The Operation of Electric Buses Within Guwahati City and its Adjoining Suburban Areas for Assam State Transport Corporation (ASTC)

S. No.	Tender Clause No. & Page No.	Existing Clause	Modified Clause
1	Page 25, Clause No. 1. Modalities of Operation, point (h)	h) Establish, operate, and maintain Control Centre, as specified in Schedule II;	h) Establish, operate, and maintain Control Centre, as specified in Schedule II. However, manpower required for day to day functioning will be the responsibility of the operator.
2	Page 9, Clause No. 14. Modalities of Operation, point (g)	g) At the end of the day operation, the vehicle will be parked at ASTC campus.	g) At the end of the day operation, the vehicle will be parked at ASTC campus. ASTC Campus / Workshop will remain open 24/7.
3	Page 15, Clause No. 19. Eligibility Criteria, point (IV)	IV) Consortium of bidders shall not be entertained	IV) Consortium of bidders shall not be entertained. However, Sub-Contracting may be allowed for services like Washing, parts of maintenance, IT services.
4	Page 10, Clause No. 15. Other Terms & Conditions, point (e)& Page 26, Clause 2. OTHER TERMS & CONDITIONS, point (e)	e) The selected bidder will be liable to pay penalty levied by the ASTC officials at the specified rates for the following offences: 1. Non operation of bus. 2. Misbehaviour by the drivers, conductor, selected bidder or his representatives. 3. Passenger's complaint. 4. Plying of the bus in a route other than the specified route in the permit. 5. Any activity detrimental to ASTC.	e) The selected bidder will be liable to pay penalty levied by the ASTC officials at the specified rates below for the following offences: 1. Non-Operation of Bus: Fixed Standing Charges Per day per bus. 2. Misbehaviour by the drivers, conductors, selected bidder or his representatives: 50% of Per day Fixed Standing Charges per bus for each occasion. 3. Passenger's complaint: 50% of Per day Fixed Standing Charges per bus for each occasion. 4. Plying of the bus in a route other than the specified route in the permit: 75% of Per day Fixed Standing Charges per bus for each occasion. 5. Any activity detrimental to ASTC: Penalty to be decided case to case basis, however, the penalty amount shall not exceed the amount of Performance Bank Guarantee.
5	Page 14, Note 6.	6. On rare occasion, ASTC/GoA may utilize the buses for emergency or important Governmental duties. During such utilization, the operator will not be required to pay the standing charge and running charges for the buses those were utilized by ASTC/GoA. However, operator has to provide the required manpower to operate the buses without any additional cost to ASTC, provided the total days of such utilization is less than 10 continuous day in an occasion. If it is beyond 10 days, ASTC will pay the salary and other benefits to the manpower of the buses for the period beyond 10 days.	6. On rare occasion, ASTC/GoA may utilize the buses for emergency or on important Governmental duties. During such utilization, the operator will not be required to pay the standing charge and running charges for the buses those were utilized by ASTC/GoA. However, operator has to provide the required manpower to operate the buses without any additional cost to ASTC, provided the total days of such utilization is less than 5 continuous days in an occasion. If it is beyond 5 days, ASTC will pay the salary and other benefits to the manpower of the buses for the period beyond 5 days.



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6	Page 13, Clause No. 17. Lease Value Methodology And Payment Terms, point 17	<p>Page 13. 17. LEASE VALUE METHODOLOGY AND PAYMENT TERMS</p> <p>1.ElectricBuses(High Range)Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for1(One) year in advance</p> <p>2. Electric Buses (Low Range) Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 1(One) year in advance</p>	<p>Page 13. 17. LEASE VALUE METHODOLOGY AND PAYMENT TERMS</p> <p>1.ElectricBuses(High Range)Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 3 (Three) months in advance</p> <p>2. Electric Buses (Low Range) Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 3 (three) months in advance</p>
7	Page 28, Clause No. 3 PAYMENT TERMS, point (a)	<p>3. PAYMENT TERMS</p> <p>(a) The fixed standing charge per day per bus is to be paid by the selected bidder for a period of 1 (one) year in advance within 7 days of issue of Letter of Award and before the signing of the Agreement. For subsequent year if the agreement is extended then the fixed standing charge for the next year is to be paid at the time of renewal of the agreement.</p>	<p>3. PAYMENT TERMS</p> <p>(a) The fixed standing charge per day per bus is to be paid by the selected bidder for a period of 3 (three) months in advance within 7 days of issue of Letter of Award and before the signing of the Agreement. For subsequent year if the agreement is extended then the fixed standing charge for the next 3 (three) months is to be paid at the time of renewal of the agreement..</p>
8	Page 10, Clause No. 15. Other Terms and Conditions, point (h)	<p>h) The operator shall perform the scope of work initially for a period of 1 year which shall be extended for a further period of 2 years only on satisfactory performance by the operator</p>	<p>h) The operator shall perform the scope of work initially for a period of 2 years which shall be extended for a further period of 2 years only on satisfactory performance by the operator</p>



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Annexure-B of Corrigendum No. II

RFB No.: ASTC/HO/DGM (Op)/EV-OUTSOURCE/2023-24/455/0064

Dated: 15th May, 2023

Reply to Pre-bid Queries for Leasing of The Operation of Electric Buses Within Guwahati City and its Adjoining Suburban Areas for Assam State Transport Corporation (ASTC)

S. No.	Tender Clause No. & Page No.	Description of Clause as per RFB	Pre-bid Queries from Bidders	Response from the procuring authority
1	Page 10, Clause No. 15. Other Terms & Conditions, point (d)	d) The Bidder shall provide a Bank Guarantee of Rs 5,00,00,000/- (Rupees Five Crores Only) in the format given in Schedule-I within 30 days from the date of award of contract valid for the duration of the contract towards faithful performance of the contract and maintenance of sound professional and work ethics.	<p>1. We request for reducing the amount of Bank Guarantee</p> <p>2. We suggest that Performance Security shall be of 3% value of the contract amount calculated. Reason: 5 Cr performance security is a huge amount for 100/200 Bus contract. Tender issued by CESL where the no. of buses was far more than 200 had capped performance Security at 3%. Further, the amount of EMD will also be add upto the performance security. Kindly consider to change it to 3%</p> <p>3. We request that Rs. 5 Crs. bank guarantee need reconsideration and bring to a level which should be linked to the annual revenue potential of the Operator. Accordingly approx. Rs. 50 Lakhs may be considered for performance security.</p>	Please refer the provisions in the RFB.
2	Page 13, Clause No. 17. Lease Value Methodology And Payment Terms, point 17 & Page 28, Clause No. 3 PAYMENT	<p>Page 13. Clause No. 17,</p> <p>1. Electric Buses (High Range) Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 1 (One) year in advance</p> <p>2. Electric Buses (Low Range) Fixed Standing</p>	<p>We suggested that Monthly advance payment should be done by Operator along with running charges instead of 1 year advance.</p> <p>Justification: After submitting performance Guarantee (Almost Equivalent to 1 year standing Charges), advance payment of 1 year is very high for city operations model.</p>	Page 13. Clause No. 17, 1. Electric Buses (High Range) Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 3 (Three) months in advance



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	TERMS, point (a)	Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 1(One) year in advance & Page 28, Clause No. 3. PAYMENT TERMS (a) The fixed standing charge per day per bus is to be paid by the selected bidder for a period of 1 (one) year in advance within 7 days of issue of Letter of Award and before the signing of the Agreement. For subsequent year if the agreement is extended then the fixed standing charge for the next year is to be paid at the time of renewal of the agreement.		2. Electric Buses (Low Range) Fixed Standing Charges Per day per bus To be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Payment to be made for 3 (three) months in advance & Page 28, Clause No. 3. PAYMENT TERMS (a) The fixed standing charge per day per bus is to be paid by the selected bidder for a period of 3 (three) months in advance within 7 days of issue of Letter of Award and before the signing of the Agreement. For subsequent year if the agreement is extended then the fixed standing charge for the next 3 months is to be paid at the time of renewal of the agreement..
3	NA	NA	Bidder requested for copies of (a) The historical demand level/ revenue earned by ASTC per bus per day. (b) Depot capacity, locations (c) Charging Station details (d) Fare Collection details through Chalo App (e) Regulated Fare Structure	a) The historical demand level/ revenue earned by ASTC per bus per day: Maximum Earning = INR 45/- per Km for CNG AC buses b) Depot capacity, locations: 1. Rupnagar Depot



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				<p>Capacity = 100 buses 2. ISBT Depot Capacity = 80 buses 3. Mirza Depot = 10 buses 4. Baihata Depot = 6 buses 5. Jagiroad Depot = 4 buses</p> <p>c) Charging Station details: Refer to Sl. No.4 of Annexure – B of Corrigendum No – II</p> <p>d) Fare Collection details through Chalo App: Refer to Sl No 3. Point a of Annexure – B of Corrigendum No – II</p> <p>e) Regulated Fare Structure for CNG AC buses: 0-3 Km = INR 10 4-6 Km = INR 15 7-9 Km = INR 20 10-12 Km = INR 25 13-15 Km = INR 30 16-18 Km = INR 35 19-21 Km = INR 40 22-24 Km = INR 45</p>
4	NA	NA	<p>We requested for the following points: a. Is fast charging options available in Bus and at charging Stations. How many charging stations will be there and at how many locations? Please provide specification. b. How the routes will be divided if the contract is awarded to two Operators?</p>	<p>a. 16 nos of 240 kw chargers will be installed at Rupnagar. 12 nos of 120 kw chargers will be installed at ISBT Guwahati. 2 nos of 120 kw chargers each will be installed at Mirza,</p>



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			c. Recruitment and training of Driver, Conductor and other staff would require 3 month period. Further, route planning and route viability will also take around 3 months. The standing charges should be payable after these 3 months.	Baihata and Jagiroad. b. Based on routes allotted by District Administration, buses will be distributed proportionately. c. This point not accepted
5	Page 9, Clause No. 14. Modalities of Operation, point (t)	t) Electronic Ticket Machine (ETIM) to be used for e-Ticketing mandatorily and the thermal paper roll and per ticket charge for ETIM is to be borne by the party. Currently is using ETIM provided from Chalo Company.	All parties raised the point if procurement of ETIM from CHALO is mandatory or not.	Please refer the provisions in the RFB. Yes its mandatory.
6	Page 25, Clause No. 1. Modalities of Operation, point (h)	h) Establish, operate, and maintain Control Centre, as specified in Schedule II;	All parties requested to give a more details on the Control Centre	ASTC will establish the Control Centre and manpower required for day to day functioning will be provided by the operator.
7	Page 10, Clause No. 15. Other Terms and Conditions, point (h)	h) The operator shall perform the scope of work initially for a period of 1 year which shall be extended for a further period of 2 years only on satisfactory performance by the operator	We suggest that the operator shall perform the scope of work initially for a period of 5 years which shall be extended for a further period of 2 years only on satisfactory performance by the operator. Justification: The initial setup cost for 100/200 Buses would be too high and the Operator won't be able to recover the setup cost in 1 year of tenure. Else, it would be more beneficial to take the project in 2nd term when all the setup is already done by the first Operator.	The operator shall perform the scope of work initially for a period of 2 years which shall be extended for a further period of 2 years only on satisfactory performance by the operator
8	Page 9, Clause No. 14. Modalities of Operation, point (g)	g) At the end of the day operation, the vehicle will be parked at ASTC campus.	We requested so that the ASTC Campus / Workshop to remain open 24/7.	Yes, ASTC Campus / Workshop to remain open 24/7
9	NA	NA	We asked if the Operator shall be entitled to Non fare revenues like advertisement income, parcel income etc.	No, Operator would not be entitled to Non fare revenues like advertisement income, parcel income etc.



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10	Page 9, Clause No. 14. Modalities of operation, point (d)	d) All aggregates, consumables, accessories, tyres, batteries (power pack), preventive maintenance, break down attendance, etc. will be covered by comprehensive warranty by OEM for 5 years. Other than the above specified areas of maintenance, all other costs/maintenance will be borne by the party in order to maintain 100% fleet utilization.	We raised the concern of the financial loss of the operator if AMC by OEM doesn't provide the necessary maintenance within the stipulated time period.	"Refer to Page 14, Note" which stipulates – " 2.Standing charge and running charges of a particular bus shall also be exempted on the day of periodic/preventive maintenance in case such maintenance takes more than 8 hrs of time. Proper documentary evidence from the authorized service center shall be provided to claim such exemptions."
11	Page No, Clause No. 15.. Other Terms and Conditions, point (i)	i) The buses will charge fare from passengers strictly as per approved rates of ASTC and as per Govt. fare structure notification in force.	We suggested that Considering Inflation, 3% increase in fare charge shall be provided by the Authority	Please refer the provisions in the RFB.
12	Page 15, Clause No. 19. Eligibility Criteria, point (IV)	IV) Consortium of bidders shall not be entertained	We request that few specific part of the Contract will need to be subcontracted like: Washing, parts of maintenance, IT services etc.	Please refer to Corrigendum – II, Annexure - A
13	Page 15, Clause No. 19. Eligibility Criteria, point (IV)	IV) Consortium of bidders shall not be entertained	We suggested to allow Startup Companies to form formidable Consortium that has technology and capability to transform the way Public Transportation is provided by ASTC.	Sub-Contracting may be allowed for services like Washing, parts of maintenance, IT services.
14	Page 10, Clause No. 15. Other Terms & Conditions, point (e)& Page 26, Clause 2. OTHER TERMS &	e) The selected bidder will be liable to pay penalty levied by the ASTC officials at the specified rates for the following offences: 1. Non operation of bus. 2. Misbehaviour by the drivers, conductor, selected bidder or his representatives. 3. Passenger's complaint. 4. Plying of the bus in a route other than the specified	We requested that the penalty shall be capped at 10% of reserved charges.	Please refer to Corrigendum – II, Annexure - A



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	CONDITIONS, point (e)	route in the permit. 5. Any activity detrimental to ASTC.		
15	Page 10, Clause No. 15. Other Terms & Conditions, point (e)& Page 26, Clause 2. OTHER TERMS & CONDITIONS, point (e)	e) The selected bidder will be liable to pay penalty levied by the ASTC officials at the specified rates for the following offences: 1. Non operation of bus. 2. Misbehaviour by the drivers, conductor, selected bidder or his representatives. 3. Passenger's complaint. 4. Plying of the bus in a route other than the specified route in the permit. 5. Any activity detrimental to ASTC.	We suggested that (1) <i>Non Operation of Specific Bus</i> – DRT technology is suggested to operationalize the bus based on actual demand pattern. ASTC can have a live dash board of the operation that can show booking/demand at various locations and the buses shall operate once demand is confirmed. (2) <i>Plying of Bus in a Route</i> – DRT technology is based on combination of fixed route and virtual route operations to avoid extra non-revenue kms. Due consideration shall be given to virtual route framework as well.	Please refer to Corrigendum – II, Annexure - A
16	Page No. 13, Clause 17 - LEASE VALUE METHODOLOGY AND PAYMENT TERMS (Running Charges)	For both High Range and Low Range EV - Running Charges Per km run per bus on operation to be quoted by the bidder. (This rate must be equal or more than the reserved price determined by ASTC) Within 7 (Seven) days of submission of Invoice.	We suggested that the mechanism to determine the running Kms need to be explicitly incorporated in the Contract Document by using latest technology (GPS, and other tracking devices to be agreed between ASTC and the Operator for Monitoring purposes).	ASTC shall deploy necessary arrangement to determine actual running Kms of a bus.
17	Page 14, Note 6.	6. On rare occasion, ASTC/GoA may utilize the buses for emergency or important Governmental duties. During such utilization, the operator will not be required to pay the standing charge and running charges for the buses those were utilized by ASTC/GoA. However, operator has to provide the required manpower to operate the buses without any additional cost to ASTC, provided the total days of such utilization is less than 10 continuous day in an occasion. If it is beyond 10 days, ASTC will pay the salary and other benefits to the manpower of the buses for the period beyond 10 days.	We raised the following query: If it is beyond 3 days, ASTC will pay the salary and other benefits to the Man-power of the buses for the period beyond 3 days. Justification: The salary of the Drivers is Rs. 4,000/- per day. The operator cannot provide the manpower for 10 days on its own cost.	Please refer to Corrigendum – II, Annexure - A



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18	Page 15, Clause No. 19. Eligibility Criteria, point (V)	V) The bidder must have minimum 3 years' experience of operating minimum 100 number of passenger buses. Documentary evidences must be submitted to substantiate the experience which may be: i. Ownership documents of the buses in name of bidder ii. Valid lease agreement/MOU of the buses between the owner and bidder and proof of financial transaction arises out of such agreement iii. Any other document which substantiate the experience	We requested to consider the Technology Provider's International Experience of Electric Vehicle Operations to be provided due weightage.	Please refer the provisions in the RFB.
19	Page 15, Clause No. 19. Eligibility Criteria, point (VI)	VI) Annual Average Turnover: Average Annual Turnover during the last three financial year (2021-22, 2021-20, 2020-19) of the bidder should be not less than Rs 16 Crores for submitting its bids for any one lot or both the lots.	We suggested the following: Startup Companies have qualifications and new innovative technology. Please waive of the criteria for Financial Turn Over and Number of Years of Experience	Please refer the provisions in the RFB.
20	Page 4	Bid Submission Due Date	We requested for the following modifications: Bid due date to be extended from 7th June 2023. Request you to provide enough time to the operator for submitting a competitive bid after issuance of the pre-bid clarifications with at least 45 days.	Please refer Corrigendum-I
21	NA	NA	General Suggestions to include Demand Responsive Technology for Operation & Maintenance of the EV Bus Fleet of ASTC submitted by Teer Mobility Solutions: Implementing an electric vehicle (EV) bus fleet with Demand ResponsiveTransport (DRT)technology in Guwahati, Assam can help improve the efficiency,sustainability, and convenience of public transportation. Here's are a few suggestions to run the Assam State Transport Corporation (ASTC) EV bus fleet of 200 vehicles using DRT technology: Charging Infrastructure: ▪ Need to set up a network of charging stations (decentralized) strategically located across Guwahati to ensure adequate coverage and minimize downtime. ▪ Install fast-charging infrastructure at bus depots to facilitate quick charging during operational breaks.	Please refer the provisions in the RFB.



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			<p>DRT Technology Integration:</p> <ul style="list-style-type: none">▪ Utilize a reliable DRT technology platform that enables efficient fleet management, route optimization, and passenger demand tracking.▪ Route Planning and Optimization▪ Customize the DRT system to cater to Guwahati's specific requirements, including unique pickup/drop-off points and peak traffic hours.▪ Integrate the DRT platform with the ASTC's existing ticketing system for seamless fare collection and passenger tracking.▪ Analyze passenger demand patterns and identify high-demand routes and time slots.▪ Optimize bus routes dynamically based on real-time passenger requests and traffic conditions to ensure efficient and responsive service.▪ Use data analytics and machine learning algorithms to continuously improve route planning, optimize schedules, and adapt to changing travel patterns. <p><i>Mobile Application and Passenger Engagement:</i></p> <ul style="list-style-type: none">▪ Develop a user-friendly mobile application that allows passengers to request pickups, track bus locations, and plan their journeys.▪ Provide real-time updates on bus availability, estimated arrival times, and any service disruptions through the mobile app.▪ Gather passenger feedback through the app to address concerns and improve the overall experience. <p><i>Public Awareness and Engagement:</i></p> <ul style="list-style-type: none">▪ Launch a comprehensive public awareness campaign to promote the benefits of	
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			<p>EV buses and DRT technology.</p> <ul style="list-style-type: none">▪ Collaborate with local communities, schools, and organizations to educate them about the new service and encourage their participation.▪ Engage with the public through social media platforms, town hall meetings, and surveys to gather feedback and suggestions. <p><i>Monitoring and Evaluation:</i></p> <ul style="list-style-type: none">▪ Implement a robust monitoring system to track key performance indicators (KPIs) such as passenger ridership, service reliability, and energy consumption.▪ Regularly analyze data to assess the effectiveness of the EV bus fleet and DRT system, identify areas for improvement, and make data-driven decisions.▪ Conduct periodic surveys and feedback sessions with passengers and stakeholders to gauge satisfaction levels and address any concerns. <p>By incorporating DRT Technology, the ASTC can transition to a greener and more efficient public transportation system in Guwahati, enhancing the quality of life for residents while reducing carbon emissions and congestion on the roads.</p>	
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