

Minutes of Pre-Bid Meeting for Bid Document for Procurement of Inspissator & Related Services (Bid Ref. No.: SAMS/16-17/ET/3 dated 17/03/2017) and Responses / Amendments issued as per ITB Para 10 & 11 of Bid Document

The Pre-Bid Meeting was held on 27/3/2017 at 11:00 Hrs. in the office of Strategic Alliance Management Services Pvt. Limited (SAMS), B01-B03, Vardhman Diamond Plaza, Community Centre, D.B. Gupta, Paharganj, New Delhi 110055. The following were present in the pre-bid meeting:

SAMS officials:

- 1) Mr. Satya Verma, General Manager (Procurement Services)
- 2) Mr. Arpit Saxena, Manager (Procurement & SCM)
- 3) Mr. Dinesh Kumar, Procurement Officer

MSTC officials:

- 1) Mr. S.D. Sharma, Dy. Manager
- 2) Mr. Chirag Sindhu, Asst. Manager

FIND officials:

- 1) Dr. Umesh Alavadi, Medical Officer
- 2) Dr. Tarak Shah, Medical Officer
- 3) Dr. Sanjeev Saini, Microbiologist
- 4) Ms. Madhu Agarwal, Procurement officer
- 5) Ms. Pooja Srivastava, BME

Bidders' representatives:

- 1) Mr. Pintu Kumar (Sr. Area Sales Manager) – Solution one
- 2) Mr. Arvind Shukla (Technical Sales Executive) –Inkarp Instruments Pvt. Ltd.
- 3) Mr. Rahul Kumar (Sr. Account Manager) – Bio- Rad Laboratories (India) Pvt. Ltd.
- 4) Ms. Mamta Rani (Sale & Service Manager) – Advance Biotech Solutions.
- 5) Mr. Manan Sheth (Manager Marketing) – Amkette Analytics Limited
- 6) Mr. Vinod Bhat (Director) - Biolinx India Pvt. Ltd.
- 7) Mr. Vishal Srivastava (Area Sales Manager) - Thermofisher Scientific.
- 8) Mr. Uday Shankar - Associated Scientific Technologies.
- 9) Mr. Sanyog Kumar – Biosafe Lab India Pvt. Ltd.
- 10) Mr. Ajay Gaur – Esco India Pvt. Ltd.
- 11) Mr. Satish Sharma (Asst. Manager - sales) – Rs Power Systems
- 12) Mr. Amit Shukla (Sr. Territory Manager) – Toshvin Analytical Pvt. Ltd.
- 13) Mr. Mr. Rachit Melhotra – ISIC
- 14) Mr. Mukesh Kumar (Regional Sales Manager) – Symbio Scitific Pvt. Ltd.
- 15) Mr. Yogendra Singh (Ginger Science Pvt. Ltd.)
- 16) Mr. Ravi Gera (Asst. General Manager) – Genaxy Scientific Pvt. Ltd.
- 17) Mr. Yatin Arya (National Sales Head) – LabInnovation
- 18) Mr. Rajender Kumar (Sr. Marketing Executive) – Himedia Laboratories
- 19) Mr. Santosh Kumar (Director) – VMSS Lifecare Pvt. Ltd.
- 20) Mr. Sonvir Singh – Systems & Controls
- 21) Mr. Amit Verma (Territory Manager) – Eppendorf India Limited
- 22) Mr. G.G. Kohli – Yorco Sales
- 23) Mr. Niraj Kumar – (Consona Healthcare)
- 24) Mr. Deodutt Singh- Phoenix Life Sciences

- 25) Mr. Vikas Dabas (Project Manager) – REMI Sales & Engineering Ltd.
- 26) Mr. Dilip – Spark Systems
- 27) Mr. Anand Dixit - 7steps
- 28) Mr. Ranjeet – ABC India Pvt. Ltd.
- 29) Mr. Kaushal Kumar Jha (Senior Sales Executive) – Mehrotra Biotech Pvt. Ltd.
- 30) Mr. Ejaz Khan – Martech Systems & Services.

Proceeding of the pre-bid meeting are as follows:

1. At the outset, SAMS made a briefing about the e-bidding process and key instructions as provided in Section-I 'Instructions to Bidders' of the Bid Document.
2. Later, MSTC officials made a demonstration of the e-bid submission process. It was advised to all the bidders to contact any one of three MSTC officials (as mentioned on 2nd page of Bid Document) for any issue relating to use of E-Procurement Portal.
3. **Further, it was advised to all the bidders to upload their bids at least two days prior to due date for submission of e-bids to avoid any last minute issue.**
4. Thereafter, prospective bidders were requested to put up their queries related to scope and terms and conditions given in the Bid Document.
5. The queries as asked by prospective bidders were appropriately responded.
6. Purchaser's responses / amendment against each query is summarized in the table given at **Annexure-A.**



(Satya Verma)
General Manager (Procurement Services)

**Responses / Amendments (Amendment No.1) with regard to queries/suggestions received for Bid Document for
Procurement of Inspissator & Related Services
(Bid Ref. No.: SAMS/16-17/ET/3 dated 17/03/2017)**

Sr. No.	Clause reference/ Page No.	Content of Para / Clause under Reference as per Bid Document	Query/Suggestions	Response / Amendments
1.	Section-I 'Instructions to Bidders' (ITB); ITB Para No. 16	Prices shall be quoted in Indian Rupees only.	You have mentioned in the tender document that the price should be offered only in INR. Please guide us / clarify on this point. Should we buy and sell and raise a Trading Invoice? This will end up in double taxation as we will remit customs duty and again charge sales tax in our bill.	It is to clarify as under: 1. The prices should be quoted in INR. Bidders should provide breakup of bid prices (as per Price Schedule), which includes duties and taxes as may be applicable till delivery at consignee location. 2. Indian bidders shall consider all costs including duties, taxes and other associated costs in respect of delivery / installation at consignee locations. 3. Foreign bidders participating in bid shall consider all costs including customs duty, clearing & forwarding and delivery / installation at consignee locations. The bid should be in INR. 4. Please also refer to GCC Clause 2 of the Bid Document.
2.	Section II General Conditions of Contract (GCC); GCC Para 2	For Imported goods quoted, the supplier or the Indian agent shall have to arrange at his own cost, all import/custom clearance handling facilities. The purchaser shall not be liable to any claim on account of fresh imposition and/or increase of Excise Duty, Custom Duty, Sales tax on raw materials and /or components used directly in the manufacture of the contracted goods taking place during the pendency of the contract	Whether there is any exemption towards excise and customs duty as the supply is going to be effected to the government hospitals? The items against your NIT for various laboratory items for TB Labs under RNTCP are to be quoted by Companies in INR for which no Customs Duty Exemption Certificate or Form	Customs or Excise duty exemption will not be provided.

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			for concessional rate of Sales Tax would be made available	
3.	Section II General Conditions of Contract (GCC); GCC Para 17	Prices charged by the Supplier for Goods delivered and Services performed under the Contract shall not vary from the prices quoted by the Supplier in its bid for the duration of the Contract. Prices shall be fixed and firm for the duration of the Contract. However, sales tax or VAT (or GST as and when applicable) payable shall be paid as applicable at the time of supply	The upcoming implementation of GST, the Vendors would eventually bill the items based on the Tax laws prevailing at the time of Invoicing. The resultant tax differential between the quote and the final Invoice if any, would be borne by SAMS.	Please refer to GCC Para 17. As and when the GST becomes applicable, the contract shall be amended to the extent of the differential amount of taxes, calculated based on provision given in GST Act and Rules. Bidders shall provide the detailed price breakup as per Price Schedule.
4.	Section-I 'Instructions to Bidders' (ITB); ITB Para No. 22	22.1 Bids must be received by the Purchaser in the e-Bidding Portal no later than the time and date as specified in the Table – Key Information at page no. 3 of the Bid Document (i.e. 1430 hours on 17 th April, 2017) 'In event of the specified date for the submission of Bids being declared a holiday for the Purchaser, the Bids will be received up to the appointed time on the next working day'. 22.2 The Purchaser may, at its discretion, extend the deadline for the submission of bids by amending the Bidding Documents in accordance with ITB Sub-Para 11.3, in which case all rights and obligations of the Purchaser and Bidders previously subject to the deadline will thereafter be subject to the deadline as extended.	Request to kindly extend the due date at least by 15 days.	The request has been considered. The due date for submission is hereby being extended to 24th April, 2017. The due time for submission of bid shall remain the same. The date of receipt bids and opening of technical bids as given in Table (Key Information) is amended to 24 th April, 2017. Also, the date for submission of Original Bid Security (in case of BG/TDR/FDR/DD) is also amended to 1 st May, 2017.
5.	Section III – 'Schedule of Requirements' Para C.i	Delivery to all Consignees within Sixty Days (60) days from the date of issue of the Notification of Award (NOA) as per the Consignee Distribution List.	Delivery period should be 90 days to 120 days. In routine practice Issue of the Road Permit from the Deptt. in Bihar will take more than one month	The request has been considered, but there is no change in delivery period. The bidders are required to expedite the process of getting the required road permit.

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			time. So please amend the delivery period.	
6.	Section II - General Conditions of Contract (GCC) Para 16.1 sub para I and ii Page no 29	<p>The method and conditions of payments to be made to the supplier shall be paid upon under this contract shall be as follows:-</p> <p>i. On Delivery to Consignee: Ninety (90) percent of the Contract Price of the Goods delivered to the Consignee shall be paid within 30 days of submission of documents specified in GCC Clause 11 along with the Original Consignee Receipt Certificate signed and stamped or sealed with the Consignee's official stamp/seal.</p> <p>ii. On Satisfactory Acceptance of Equipment after inspection and Installation, Testing & Commissioning: Ten (10) percent of the Contract Price of Goods received shall be paid within thirty (30) days of satisfactory installation & commissioning of the Goods and completion of training of the concerned personnel on operation and maintenance the equipment, upon submission of an invoice (indicating the SAMS as the Purchaser on behalf of FIND, the Contract number; description of payment and total amount, signed in original, stamped or sealed with the company stamp/seal) supported by the satisfactory installation, training & commissioning Certificate (Original Final Acceptance Certificate) issued by the Consignee .</p>	The process of issuing CRC and FAC should be very smooth and the consignee shall issue the CRC instantly after delivery of material and FAC instantly after Installation.	<p>It is reassured that SAMS and FIND shall coordinate with the sites so that the CRC/FACs are issued within 3 days of receipt of goods / installation of equipment (as applicable).</p> <p>Wherever, no installation is required, the CRC and FAC shall be issued within 3 days of delivery of goods.</p>
7.	Section-I Instructions to Bidders (ITB); ITB Para 20.2	The bids consisting of the documents listed in ITB Sub-Clauses 13.4 and 13.5, shall be typed or written in indelible ink and shall be signed by the Bidder or a person or persons duly authorized to bind the Bidder to the Contract.	Clause 13.5 is not there.	It is a typographical error. The text "13.5" stands deleted.

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		The later authorization shall be indicated by written power of attorney, which pursuant to ITB Sub-Clause 13.4 (c) shall accompany the bid and will be uploaded with the bids.		
8.	Section V. Price Bid Form and Price Schedule – FIN II – Price Schedule Form-Part-A; Column 5.(b)	Excise Duty (if any) [%age & value]	--	The text is being amended and should be read as “ Excise Duty/Customs Duty (if any) [%age & value] ”
9.	Section IV: Technical Specifications B. Technical Specifications – Specific Requirements, Point No. 1	-	Provision of Voltage Stabilizer to be incorporated in the specification as protection for equipment as the labs are having voltage fluctuation	A new para at sr. no. (y) is being added in to Technical Specifications – Specific Requirements as under: “ (y) Voltage Stabilizer of adequate capacity to be provided with each unit of Inspissator. ” The amendment as above should be read along with technical specifications.
10.	Section IV: Technical Specifications B. Technical Specifications – Specific Requirements, Point No. 1	-	Provision for racks to be incorporated in the specification for keeping McCartney's bottles	A new para at sr. no. (z) is being added in to Technical Specifications – Specific Requirements as under: “ (z) Two sets of SS make racks for holding 162 universal containers to be provided with each unit. ” The amendment as above should be read along with technical specifications.
11.	Section IV: Technical Specifications B. Technical Specifications – Specific Requirements, Sr. No. 1(r)	Heat up rate 20 to 85°C and 3.5 hours (written in next row)	-	The Para is being amended and should be read as “ Heat up rate 20 to 85°C, 3.5 hours ”. The text ‘3.5 hours’ written below sr. no. 1(r) stands deleted.