

**Minutes of Pre-bid Meeting for Procurement of Equipment and Related Services for TB laboratories across India**  
**(Bid Ref No.: SAMSPL/20-21/ET/3, dated: 08/10/2020)**

Sch. No.	Description of Equipment	Quantity (Nos.)
1	Vortex	56
2	Microfuge/Bench Top mini centrifuge	28
3	Water Bath	28
4	Refrigerator-165 L	56
5	Universal Hot Oven-32 L	28

The offline/in-person (physical) Pre-Bid Meeting was held at 1300 hrs. on 15/10/2020 in the office of Strategic Alliance Management Services Pvt. Limited (SAMS), B-18, Sector-6, Noida, G.B. Nagar - 201301.

Since the bidding is being conducted using SAMS e-bidding portal, provision was made to conduct online pre-bid meeting on the e-bidding portal itself between 1300 hrs. to 1330 hrs. on 15/10/2020. The bidders already registered as Vendor on the e-bidding portal could attend the online pre-bid meeting between the schedule as above.

In addition, provision was made in the bid document for such prospective bidders who may not be able to attend the physical or online pre-bid meeting, that allows prospective bidders to send their queries at email id [procurement@samsconsult.com](mailto:procurement@samsconsult.com) by 1600 hrs. on 14/10/2020.

Following officials of SAMS were present in the physical pre-bid meeting:

1. Mr. Satya Verma, General Manager (Procurement Services).
2. Mr. Shivam Anand, Manager (Procurement & Hospital Services)
3. Mr. Rahul Gupta, Asstt. Manager (Operations)
4. Ms. Savita Chandna, Procurement Associate

The following officials of FIND attended the pre-bid meeting over to Skype call:

1. Dr. DSA Karthikeyen, Medical Officer
2. Ms. Pooja Srivastava, Senior Bio Medical Engineer
3. Ms. Sikha Panda, Bio Medical Engineer

The following officials of prospective bidders attended the physical pre-bid meeting:

1. Mr. Saket Sharma, M/s Tarsons Products Pvt. Ltd.
2. Mr. Kunal Choudhary, M/s Tarsons Products Pvt. Ltd.
3. Mr. Rajan Singh, M/s Borosil Glass Works Ltd.
4. Mr. Vikas Singh, M/s Remi



Proceeding of the pre-bid meeting are as follows:

1. At the outset, SAMS logged-in into the e-bidding portal to view & respond to the online pre-bid queries as may have been posted by prospective bidders. The responses as appropriate have been given online during the pre-bid meeting.
2. The representative of prospective bidders present during the physical pre-bid meeting were requested to put up their queries related to scope and terms and conditions given in the Bid Document.
3. The responses to queries from prospective bidders as asked during the online and physical pre-bid meeting and those received over to e-mail are summarized in the table given at **Annexure-A**. This also includes Amendments as appropriate, if any and are highlighted as bold text.

A handwritten signature in blue ink, appearing to read 'Satya Verma', is positioned above the printed name.

**(Satya Verma)**  
**General Manager (Procurement Services)**

**Responses / Amendments (Amendment No.2) with regard to queries/suggestions received for procurement equipment and related services for TB laboratories across India**  
**(Bid Ref. No. SAMSPL/20-21/ET-3)**

Sl. No.	Para / Clause Reference in Bid Document / Page No.	Content of Para / Clause under Reference as per Bid Document	Query / Suggestions	Response / Amendments (Amendment No.2)*
1	Para D of Section V – Schedule of Requirements  (page 33)	Delivery & Completion Schedule:  Delivery to Consignees within 2 months from the date of issue of the Notification of Award (NOA) at the Consignee addresses given below	Delivery time should be increased to 3 months due to ongoing issues and for remote locations, or keep it under review, should be extendable to 3 months	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  “The supplies are to be completed as per schedule given in Tender Document”
2	ITB Para 19.2  (page 16)	The Bidders who are currently registered with the following, for the specific Goods as required in Section V - Schedule of Requirements, shall be eligible for exemption from submission of Bid Security, provided they submit a self-attested copy of valid registration / recognition certificate issued in their name by: i) District Industries & Commerce Centre (DI&CC) from any State/UT Govt. in India; or ii) National Small Industries Corporation (NSIC), New Delhi; or	Kindly confirm that are we exempted from submission of EMD? The Copy of MSME is attached herewith	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  “Yes. Exemption is Applicable”

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		iii) Registered MSEs under MSMED Act, 2006 iv) Any other entity providing such certificates as notified by Govt. of India, State / UT Government.		
3	GCC Clause 24.1 (page 61)	The Supplier shall provide such packing of the Goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the Contract. During transit, the packing shall be sufficient to withstand, without limitation, rough handling and exposure to extreme temperatures, salt and precipitation, and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the goods' final destination and the absence of heavy handling facilities at all points in transit	Due to remote locations, units have to be delivered in wooden crate packing only to avoid transit damage	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  "Agreed."
4	Para E of Section V – Schedule of Requirements (page 33)	Terms of Delivery:  DDP final destination (including unloading and shifting of goods till the final place of destination i.e. lab room, store etc.) as per Consignee Distribution List	You have not mentioned the location on which floor it has to be delivered. We are already working on similar projects and faced this challenge. Extra labor, manpower is required for lifting up to 3-5th floor Or mention that it has to be delivered in the Store office. Rest the user / facility shall	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  "We will provide floor numbers."

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			manage to shift it further on required location/ lab/ room	
5	Sr. No. 1.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.4)  (page 40)	Vertical, capacity 165lts or more (up to 200L), frost free, CFC free, single door.	The units cannot be frost free, Normally frost-free are in double door and available above 200 litres capacity only	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  “We will clarify in pre-bid minutes”  It is to clarify that there is no changes in the Specification.
6	Sr. No. 1.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.4)  (page 40)	The line cord / Power cord supplied with the equipment shall be of acceptable durability, length, and current carrying capacity complying with Indian Standards. Voltage regulator of appropriate rating to be included to cope with 160-260 V.	Voltage stabilizers shall be provided externally, in some locations voltage goes below the asked range of 160-260 V. Hence, provision of 90-260 watt should be taken or at least 135-270 watt should be considered to be on safer side and to fulfill the warranty obligations	The query was received online (as well as through e-mail) and the response was provided during online pre-bid meeting, as under:  “We will clarify in pre-bid minutes.”  It is to clarify that there is no change in the Specification.
7	Sr. No. 2.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Adjustable speed: 100 to 3,000 rpm, continuous and intermittent “touch-control” modes,	We request you for a minor modification in the technical specification pint 2.1 Adjustable Speed: 100 to 3000 rpm may be modified to 0 to 2500 rpm  The standard specification of this product conforms to 2500 rpm, widely used in most of the applications. This can be checked with user if speed up to 2500 serves the purpose. This specification is commonly available. The speed of 300 rpm can be achieved by doing modifications in the	The requirement is being amended as under:  <b>Adjustable speed: 0 to 2500 rpm, continuous and intermittent “touch-control” modes.</b>

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			standard product. However, it will lead to cost escalation.	
8	Sr. No. 2.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Adjustable speed: 100 to 3,000 rpm, continuous and intermittent “touch-control” modes,	These tender Specs of speed looks like one brand specific. As mostly in vortex mixer for 50 ml McCartney bottles in Microbiology needs maximum rpm 2500. Normally all work is done at 2000 rpm. Only select manufacturer have rpm upto 3000. Kindly amend this rpm range from 300- 2500 & not 100-3000	The requirement is being amended as under:  <b>Adjustable speed: 0 to 2500 rpm, continuous and intermittent “touch-control” modes.</b>
9	Sr. No. 2.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Adjustable speed: 100 to 3,000 rpm, continuous and intermittent “touch-control” modes,	Tender Specifications are favoring one/ two manufacturers. For McCartney bottles shaking rpm not more than 2500 are needed.	The requirement is being amended as under:  <b>Adjustable speed: 0 to 2500 rpm, continuous and intermittent “touch-control” modes.</b>
10	Sr. No. 2.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Adjustable speed: 100 to 3,000 rpm, continuous and intermittent “touch-control” modes,	The minimum Rpm of most of the vortex starts with 300 -400 Rpm which is the common need of every lab so we would request to make it flexible so that most of the bidder with different technologies can participate and customer can get a better product out of those competitors	The requirement is being amended as under:  <b>Adjustable speed: 0 to 2500 rpm, continuous and intermittent “touch-control” modes.</b>

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11	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Cup heads size: 25 mm dia. x 22 mm deep for mixing contents in McCartney bottles.	Don't specify Cup head size, this favoring One Specific Co. please amend to attachment for 16/18 McCartney bottles of 50 ml each.  Suggestion for amendment:  Adjustable speed 300 to 4200 Rpm for gentle to rigorous mixing & 3 way switch Touch, standby and continuous modes with status on LED.	There is no change in the requirement.
12	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	Cup heads size: 25 mm dia. x 22 mm deep for mixing contents in McCartney bottles.	These cup heads size should be removed rather mention how many min. Bottles are required 8,10 or 12. So that we can also participate	There is no change in the requirement.
13	Sr. No. 2.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)  (page 38)	The equipment shall be manufactured at a site compliant with the requirements of ISO 13485 or an equivalent Quality Management System recognized by one of the Regulatory Authorities of the Founding Members of Global Harmonization Task Force (GHTF). The certificate to this effect should be submitted along with the bid.	Delete GHTF as only some Co have this. Mostly quality Manufacturer have ISO 13485	It is to clarify that ISO 13485 is the minimum quality standard requirement  It is to further clarify that GHTG (Global harmonization Task Force) is not a regulatory body of GFATM. Since, the procurement is funded by GFATM, we have to abide by quality standards as mandated by GFATM.  For more details, please refer to the GFATM's Quality Assurance Policy for Diagnostic Products available at the link

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				<a href="https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000">https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000</a>
14	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.2)  (page 39)	Dimensions - WxDxH: 160x140x120 mm Approx.	size mentioned here is for One Specific Co. Every manufacturer has different mould for that instrument. On the basis of size if not varies drastically, should not be rejected if other Specs like RPM & rotor capacity matches	It is to clarify that the dimensions are not fixed but approximate. Therefore, there is no changes in specification.
15	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.2)  (page 39)	Dimensions - WxDxH: 160x140x120 mm Approx.	Please delete size as it could be of one particular manufacturer	It is to clarify that the dimensions are not fixed but approximate. Therefore, there is no changes in specification.
16	Sr. No. 1.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.2)	With START, STOP & OPEN key	As per the asked specifications do you need a separate key to start, stop and open or a model which just have an on & off key and provision to open the lid will solve the purpose, please clarify. If you need a separate key then is it mandatory to have display in the system, please confirm and amend the specifications accordingly.  Suggestion for amendment:	There is no change in the specification.



Sl. No.	Para / Clause Reference in Bid Document / Page No.	Content of Para / Clause under Reference as per Bid Document	Query / Suggestions	Response / Amendments (Amendment No.2)*
	(page 39)		With start, stop and open with a separate key, with LED/LCD display.	
17	Sr. No. 1.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.2)  (page 39)	Rotor: Fixed angle Rotor, circular for: 6 x 1.5 and 2.0 ml tubes. Rectangular for two 8 x 0.2ml PCR tube-strips or 16 individual 0.2 ml PCR tubes.	Please clarify, you need a separate rotor for rotation of PCR or you need one rotor which can accommodate 1.5 ml and PCR strips both.  Now many companies introduced 8 x 1.5 ml tube rotors which can be used for both the functions.  We are requesting you to accept 6/8 position rotors for this tender, if possible, please amend the specification.	It is to clarify that requirement shall be as per specification: One Rotor with different Adapter as mentioned
18	Sr. No. 1.4 & 1.10 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.3)  (page 39)	Sr. No. 1.4: Aluminum /SS cover,  Sr. No. 1.10: Seamless reservoir with no welds to leak or rust, see- through cover is hinged and removable, and steeply gabled to accept taller samples.	Both of these points are contradictory, we request you to clarify which cover you need SS or See-through or both. Please clear the capacity of the tank required as with the dimension it is not clear; may be some of the companies offer nearby dimension but the capacity will vary 5-9 ltr. Please specify water bath capacity in Liter.	It is to clarify that the requirement given in sr. no. 1.4 remains unchanged.  The requirement given in para sr. no. 1.10 is being amended as under:  <b>Sr. No. 1.10: Seamless reservoir with no welds to leak or rust, Aluminum/SS Cover hinged and removable, and steeply gabled to accept taller samples</b>
19	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of	Dimensions outside: - (approx.) 36x41x25 cms; inside: - (approx.) 27x30x15 cms; Capacity not given because the dimensions specified are required for the proper functioning of the water bath in the Laboratory	Dimensions inside 27x30x15cms are Co. specific. Pls allow others which have 30x30x17cms or nearby these dimensions.	It is to clarify that there is no change in capacity of water bath. The dimensions given are approx. and not specific.

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	Requirements (Schedule No.3)  (page 40)	for optimum utilization of the space.		
20	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.3)  (page 40)	Dimensions outside: - (approx.) 36x41x25 cms; inside: - (approx.) 27x30x15 cms; Capacity not given because the dimensions specified are required for the proper functioning of the water bath in the Laboratory for optimum utilization of the space.	It should be Serological water bath but not strict about its inside size (every manufacturer size slightly vary)	It is to clarify that there is no change in capacity of water bath. The dimensions given are approx. and not specific.
21	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.3)  (page 40)	Dimensions outside: - (approx.) 36x41x25 cms; inside: - (approx.) 27x30x15 cms; Capacity not given because the dimensions specified are required for the proper functioning of the water bath in the Laboratory for optimum utilization of the space.	Because as per your required dimensions only few predications will qualify because dimension will be very difficult to match, Volume can be match but dimensions not possible.  Our specification and suggestion:  Dimensions outside: - ( w x h x d): 554 x 328 x 349 mm Inside (wxhxd): 482 x 150 x 277 mmm (17 Ltrs Capacity Model) Need to mention nearby dimension will be acceptable  Need to mention nearby dimension will be acceptable	It is to clarify that there is no change in capacity of water bath. The dimensions given are approx. and not specific.

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22	Sr. No. 1.10 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.3)  (page 40)	Seamless reservoir with no welds to leak or rust, see-through cover is hinged and removable, and steeply gabled to accept taller samples.	See through cover is not useful as vapour will be generated during heating and vapour will get deposited on the cover and will not be possible to see inside the bath And only one or two companies are giving this option  Our specification and suggestion:  Seamless reservoir with no welds to leak or rust, SS cover is hinged and removable, and steeply gabled to accept taller samples.  Need to remove See-through Cover	The requirement given in para sr. no. 1.10 is being amended as under:  <b>Sr. No. 1.10: Seamless reservoir with no welds to leak or rust, Aluminum/SS Cover hinged and removable, and steeply gabled to accept taller samples</b>
23	Sr. No. 1.11 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.3)  (page 40)	The equipment shall be manufactured at a site compliant with the requirements of ISO 13485 or an equivalent Quality Management System recognized by one of the Regulatory Authorities of the Founding Members of Global Harmonization Task Force (GHTF). The certificate to this effect should be submitted along with the bid.	delete GHTF as this is favoring few specific companies	It is to clarify that ISO 13485 is the minimum quality standard requirement  It is to further clarify that GHTG (Global harmonization Task Force) is not a regulatory body of GFATM. Since, the procurement is funded by GFATM, we have to abide by quality standards as mandated by GFATM.  For more details, please refer to the GFATM's Quality Assurance Policy for Diagnostic Products available at the link <a href="https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000">https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000</a>

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24	Sr. No. 2.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.5)  (page 41)	Temperature variation +1 deg C, LCD/LED indicator.	TFT Colour is similar LED Display with long life benefit  Our specification and suggestion:  Temperature Variation 0.1K up to 99.9Degree better than 1 degree, TFT-color display (Touch Screen)  TFT Colour display need to add in option	It is to clarify that there is no change in the specification. Bidders may offer product with better features.
25	Sr. No. 2.8 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.5)  (page 41)	The apparatus should confirm to latest IS6365-1971 in Indian Standard Specification for Laboratory Electric Ovens or equivalent National or International Standards covering Markings, tests and Safety requirements. Voltage Regulator of appropriate rating to be included to cope with 160- 260V. The line cord / Power cord supplied with the equipment shall be of acceptable durability, length, and current carrying capacity complying with Indian Standards	CE marking is an administrative marking that indicates conformity with health, safety, and environmental protection standards for products sold within the European Economic Area (EEA) And CE is a standard certificate and everywhere it is acceptable.  Our specification and suggestion:  Electrical equipment  ► Operating voltage and current consumption: 230 V, 50/60 Hz/ 1600w /7.0 Ampere  ► Protection class I, i.e. operating insulation with PE conductor in accordance with EN 61010  ► Protection type IP 20 acc. to EN 60 529  ► Interference suppression acc. to EN 55011 class B	It is to clarify that there is no change in the specification. Bidders may offer product with better features/certification.

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			<p>► Appliance fuse: Fusible link 250 V/15 A quick-blow</p> <p>► The temperature controller is protected with a miniature fuse 100 mA (160 mA at 115 V)</p> <p>but we suggest CE Certification need to put in option for more participation</p>	
26	<p>Sr. No. 1.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.5)</p> <p>(page 41)</p>	<p>Description of Function and Use: Hot Air oven of smaller capacity i.e. 32 L is needed for DNA extraction in the processing room</p>	<p>32L favours some Co's. Kindly pass ovens from 25L~40L capacity.</p>	<p>It is to clarify that there is no change in the specification. Please refer the Technical Specification sr. no. 2.3</p>
27	<p>Sr. No. 1.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.5)</p> <p>(page 41)</p>	<p>Description of Function and Use: Hot Air oven of smaller capacity i.e. 32 L is needed for DNA extraction in the processing room</p>	<p>It should have been 27-35L with no strict about overall size. As One particular manufacturer may have this capacity &amp; Size</p>	<p>It is to clarify that there is no change in the specification. Please refer the Technical Specification sr. no. 2.3</p>

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28	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.5)  (page 41)	Volume of interior housing: Approx- 32 liters	Size 40x32x25 it depends upon the volume/capacity of internal chamber	It is to clarify that there is no change in the specification”  It is to clarify that the overall dimension and capacity are all approximate.

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29	Sr. No. 1.1 of Section IV – Evaluation and Qualification Criteria  (page 28)	The Purchaser shall use the criteria and methodologies listed in this Section to evaluate Bids. By applying the criteria and methodologies the Purchaser shall determine the Most Advantageous Bid. This is the Bid that meets the Qualification Criteria and has been determined to be:  a) substantially responsive to the bidding document, and  b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements	--	The sub-para c) is being added. The para sr. no. 1.1 may be read as under:  The Purchaser shall use the criteria and methodologies listed in this Section to evaluate Bids. By applying the criteria and methodologies the Purchaser shall determine the Most Advantageous Bid. This is the Bid that meets the Qualification Criteria and has been determined to be:  a) substantially responsive to the bidding document;  b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements;  <b>c) If required for the purpose of maintaining uninterrupted supplies, the purchaser reserves the right to split the order amongst minimum of two suppliers for tendered product in the ratio of 70:30 with 70% of the orders given to L1 and the balance 30% to the next matched lowest tenderer and in case of large quantities to three suppliers in the ratio of 50:30:20 with 50% to L1 and 30% and 20% to the next matched lowest tenderers.</b>

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		<p>The determination of bidder quoting lowest evaluated cost shall be based on the comparison of evaluated bid price carried out on “Delivered Duty Paid (DDP) consignee site basis”, and cost of related services quoted by substantially responsive bidders.</p> <p>The Purchaser’s evaluation of a Bid to determine lowest evaluated bidder may take into account, in addition to the Bid Price quoted in accordance with ITB 14, using the following factors and methodologies.</p> <p>Cost of Maintenance services for 2 years after expiry of warranty period: <i>such annual prices will also be added for comparison/ranking purpose for evaluation, wherever required. (as mentioned in Section V-Schedule of Requirements)</i></p>		<p>The determination of bidder quoting lowest evaluated cost shall be based on the comparison of evaluated bid price carried out on “Delivered Duty Paid (DDP) consignee site basis”, and cost of related services quoted by substantially responsive bidders.</p> <p>The Purchaser’s evaluation of a Bid to determine lowest evaluated bidder may take into account, in addition to the Bid Price quoted in accordance with ITB 14, using the following factors and methodologies.</p> <p>Cost of Maintenance services for 2 years after expiry of warranty period: <i>such annual prices will also be added for comparison/ranking purpose for evaluation, wherever required. (as mentioned in Section V-Schedule of Requirements)</i></p>

**\*the bold contents, if any are the amendments (Amendment no.2) against the respective paras of Bid Document. The referred amendments shall be applicable to all relevant Sections of the Bid.**