



Minutes of Pre-bid Meeting for Procurement of Equipment and Related Services for TB laboratories across India
(Bid Ref No.: SAMSPL/20-21/ET/6, dated: 08/10/2020)

Sch. No.	Description of Equipment	Quantity (Nos.)
1	PCR Thermocycler	58

The offline/in-person (physical) Pre-Bid Meeting was held at 1400 hrs. on 16/10/2020 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 1400 hrs. to 1430 hrs. on 16/10/2020. 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 by 1600 hrs. on 15/10/2020.

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 Karthikeyan, Medical Officer
2. Ms. Madhu Agarwal, Procurement officer
3. Ms. Pooja Srivastava, Senior Biomedical Engineer
4. Ms. Sikha Panda, Bio Medical Engineer

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

1. Mr. Sharad, Thermofisher Scientific

Proceeding of the pre-bid meeting are as follows:

1. At the outset, SAMS logged-in in to the e-bidding portal to view & respond to the online pre-bid queries as may have been posted by prospective bidders. None of the prospective bidders attended on-line 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 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 written over a horizontal blue line.

(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. SAMSP/20-21/ET-6)

SI. 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	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Block for 96 x 0.2 ml tubes; optional to use block with 48 x 0.5 ml tubes and 96-well PCR plates.	Due to high per reaction cost 0.5 ml block is not feasible. Suggested Specification: Block for 96 x 0.2 ml tubes and 96 well plates	It is an optional requirement
2	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Block for 96 x 0.2 ml tubes; optional to use block with 48 x 0.5 ml tubes and 96-well PCR plates.	Clause 1.2 favours one/ two particular manufacturer. Either use 96x0.2 ml tubes or 48x0.5ml and 96 wells are two separate machines generally.	It is an optional requirement
3	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of	Block for 96 x 0.2 ml tubes; optional to use block with 48 x 0.5 ml tubes and 96-well PCR plates.	These Specs are Some Co specific. Either you call for 96x0.2 ml tubes or (not optional) to use block with 48x0.5ml tubes & 96- well PCR plates.	It is an optional requirement

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	Requirements (Schedule No.1) (page 37)			
4	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Block for 96 x 0.2 ml tubes; optional to use block with 48 x 0.5 ml tubes and 96-well PCR plates.	Request you to include option of 0.2 tubes against current point where you have mentioned optional to use block with 48 x 0.5 ml tubes and 96-well PCR plates	It is an optional requirement
5	Sr. No. 1.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Heating rate: 4 °C/s.	Request for amendment a under: Heating rate: 3-4 °C/s.	There is no change in the requirement.
6	Sr. No. 1.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)	Heating rate: 4 °C/s.	To make specs more broader. Suggested Specifications: Heating rate should be minimum 3.5 °C/s.	There is no change in the requirement.

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	(page 37)			
7	Sr. No. 1.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Temperature range (block): 4–100 °C.	Request for amendment a under: Temperature range (block): 4–99 °C.	There is no change in the requirement.
8	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Regulating accuracy for block temperature: ± 0.1 °C.	Request for amendment a under: Regulating accuracy for block temperature: ± 0.1 to 0.2 °C.	There is no change in the requirement.
9	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)	Regulating accuracy for block temperature: ± 0.1 °C.	To make specs more broader. Suggested Specifications: Regulating accuracy for block temperature: minimum: ± 0.25 °C	There is no change in the requirement.

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	(page 37)			
10	Sr. No. 1.12 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Temperature range for lid: 80 °C to at least 103 °C.	Request for amendment a under: Temperature range for lid: 37 °C to at least 110 °C.	There is no change in the requirement.
11	Sr. No. 1.13 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Optional: Interface for remote control via PC; activated RS 232 serial port.	Request you to keep this point as optional so that this is not a mandatory technical requirement too evaluate and consider bidder for technical evaluation. This will help more number of manufacturers to qualify for the bid and we feel this is not a very critical parameter	It is to clarify that the requirement has already been made 'optional'. Thus, even if a quoted product do not have this feature, it shall not be considered as disqualified.
12	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of	Power consumption Approx. 500 W.	Request for amendment a under: Power consumption Approx. 500 – 700 W.	There is no change in the requirement.

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	Requirements (Schedule No.1) (page 37)			
13	Sr. No. 2.4, 2.5 and 2.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Sr. No. 2.4: Conform to electrical safety standards IEC 60601–1, UL 61010–1, EN 61010–1. Sr. No. 2.5: Protection class (in accordance with EN 60529). Sr. No. 2.6: Designed not to interfere with circuit radio (in accordance with EN 55014).	Clause No. 2.5 & 2.6 are with few Co's Only if you want a healthy competition, kindly delete it Clause 2.4 is sufficient	The requirement as given in sr. no. 2.5 and 2.6 is being amended as under: Sr. No.2.5: Protection class (in accordance with EN 60529/ IEC 60529 or any Equivalent National/International Standards Sr. No. 2.6: Designed not to interfere with circuit radio (in accordance with EN55014/EN62040-2/ or any Equivalent National/International Standards
14	Sr. No. 2.5 and 2.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)	Sr. No. 2.5: Protection class (in accordance with EN 60529). Sr. No. 2.6: Designed not to interfere with circuit radio (in accordance with EN 55014).	Request you to kindly remove this point or keep them optional to allow more no of bidders qualify for the technical evaluation which is the purpose of an open bid.	The requirement as given in sr. no. 2.5 and 2.6 is being amended as under: Sr. No.2.5: Protection class (in accordance with EN 60529/ IEC 60529 or any Equivalent National/International Standards

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	(page 37)			Sr. No. 2.6: Designed not to interfere with circuit radio (in accordance with EN55014/EN62040-2/ or any Equivalent National/International Standards
15	Sr. No. 3.14 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 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 few Co have this. ISO 13485 is enough for Quality manufacturers	The requirement as given in technical specification is minimum requirement and can't be changed. It is to clarify that GHTF (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 https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000
16	Sr. No. 3.14 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of	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	Remove GHTF	The requirement as given in technical specification is minimum requirement and can't be changed. It is to clarify that GHTF (Global harmonization Task Force) is not a regulatory body of GFATM.

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	Requirements (Schedule No.1) (page 37 & 38)	Founding Members of Global Harmonization Task Force (GHTF). The certificate to this effect should be submitted along with the bid.		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 https://www.theglobalfund.org/media/5885/psm_qadiagnostics_policy_en.pdf?u=637319005499630000
17	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.	Request you to kindly clarify if NOA will be issued at a time for all the locations or there will be schedule of delivery which shall be updated time to time	It is to clarify that delivery of total quantity under the Schedules for all locations shall be required to be delivered within 2 months from the date of issue of NOA.
18	Para 11.2 ix) of Section II – Instructions to Bidders (page 14) Section VI – Bidding Forms – Proforma for Performance Statement (for a	Proforma for Performance Statement (for a period of last three years) as per format given in Section VI: Bidding Forms along with supporting documents Proforma for Performance Statement (for a period of last five years);	Details in the Proforma for Performance Statement to be provided for the past 5 years or 3 years since you have mentioned two statements in two different places of the bid document	It is to clarify that the details for last 5 years are to be provided in the proforma for performance statement. The Para 11.2 ix) of Section II – Instructions to Bidders is being amended as under: Proforma for Performance Statement (for a period of last five years) as per format given in Section VI: Bidding Forms



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	period of last five years) (page 47)			along with supporting documents
19	Para 2.1 a) ii) a) of Section IV – Evaluation and Qualification Criteria (page 29) Section VI – Bidding Forms – Proforma for Performance Statement (for a period of last five years) (page 47)	Details of past experience in support of qualification requirement given in para a).i).a), including past performance of the Goods offered and on those of similar nature within the past five years, details of current contracts in hand and other commitments (as per form given in Section VI, Bidding Forms- Performance Statement Form). Proforma for Performance Statement (for a period of last five years);	You have mentioned details of current contracts in hand and other commitments (as per form given in Section VI, Bidding Forms – Performance Statement Form) – But there is no such column in the proforma of performance statement to fill up such details. Also let us know if this detail is mandatory to fill up.	The information related to all current contracts for supply of similar equipment are to be provided as per table given in proforma for performance statement. The ‘other commitments’ are such commitments which are accrued liabilities under a contract (after the date of completion of deliveries) such as warranty and AMC/ CMC obligations. The details of such past contracts may also be provided separately using the same table. It is to clarify that such details are not mandatory.

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20	Para 2.1 a) i) a) of Section IV – Evaluation and Qualification Criteria (page 28)	Bidder should be in continuous business of manufacturing / supplying the similar Goods as specified in the bid during last five years prior to bid opening and should have manufactured and supplied the similar Goods to the extent of at least 40% of the quantity to be procured under this Bid, during last five years preceding the date of opening of bids	<p>Also you have mentioned under 2.1 (11.a) that Details of past experience in support of qualifications requirements given in para a). i). a),</p> <p>In para a). i), a), it is mentioned Bidder should be in continuous business of manufacturing / supplying the similar goods as specified in the bid during last five years prior to bid opening and should have manufactured and supplied the similar goods to the extent of at least 40% of the quantity to be procured under this Bid, during last five years preceding the date of opening of bids. Here 40% of the tender quantity comes to 24 no of instruments We need a clarification, if you are asking details of at least 24 nos. of equipment supplied to various customers in the last five years</p>	It is to clarify that the 40% is the minimum qualification requirement. However, you may provide details of past experience of supplying quantities more than the 'minimum qualifying quantity during last 5 years.
21	Para 2.1 a) ii) b) of Section IV – Evaluation and Qualification Criteria (page 29)	Furnish at least 2 or more documentary evidence (Client's certificate) in support of the satisfactory execution including timely supply by the Bidder during last five years. Purchaser may seek feedback from Clients on satisfactory supply of the goods supplied to them. In case, Purchaser gets two or more adverse feedback from existing end users, bids of those bidders will not be consider for further evaluation. In addition, the Purchaser may take technical feedback from Govt. facilities for the use of particular goods offered by the bidder.	Usually in Govt. organization, users don't prefer to give separate satisfactory report in writing for the supplied equipment. Here, as a documentary evidence for satisfactory execution we can submit installation report of the mentioned model with user's comments and that should be acceptable. Apart from this we can provide appreciation letters / certificates of the quoted model at other customers	Furnishing at least 2 Client certificate in support of the satisfactory execution including timely supply is essential and can be shared. Equipment installation report is not considerable in lieu. Appreciation letter / certificate can be considered, if such certificate / letter mentions that "the supply under the contract / purchase order has been completed in time"

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22	<p>Note under Section VI – Bidding Forms – Proforma for Performance Statement (for a period of last five years)</p> <p>(page 47)</p>	<p>Proforma for Performance Statement (for a period of last five years);</p> <p>The Bidder shall also furnish the following documents in connection with their past performance:</p> <p>i. Copy of Purchase Orders ii. Copy of Invoices iii. Proof of Payment received from Purchasers iv. Documentary evidence (Client’s certificate) in support of satisfactory completion of contract</p>	<p>Request you tot kindly consider the purchase orders and evidence of performance for which we can submit the installation report.</p> <p>Copy of invoice and proof of payment receipt is irrelevant for validating the performance evaluation. We also wish to inform you that most of the supplies have been made through our authorized dealers who have further supplied to the customer and getting the old detail of past five years in not practically feasible at this time.</p> <p>Besides, you have already mentioned under your points of document evidence, “Purchaser may seek feedback from Client on satisfactory supply of the goods supplied to them. In case Purchaser gets two or more adverse feedback from existing end users, bids of those bidders will not be consider for further evaluation. In addition, the Purchaser may take technical feedback from Govt. facilities for the use of particular goods offered by the bidder.</p> <p>It is evident that you will get the performance feedback directly from the users whose names have bene mentioned above.</p>	<p>Please refer to the clarification provided above related to evidence of performance.</p> <p>The copy of invoice and proof of payment are not mandatory requirement and may not be provided. In case, these are required as process of due diligence, purchaser may request bidders to provide these documents.</p> <p>It is to clarify that copies of purchase orders / contracts and client certificates are must.</p> <p>The feedback to be taken by clients is an additional measure for due diligence of credentials submitted by bidders, and these are invoked only in exceptional situations.</p>
23	<p>Sr. No. 1.1 of Section IV – Evaluation and Qualification Criteria</p> <p>(page 28)</p>	<p>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</p>	<p>--</p>	<p>The sub-para c) is being added. The para sr. no. 1.1 may be read as under:</p> <p>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</p>

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		<p>Qualification Criteria and has been determined to be:</p> <p>a) substantially responsive to the bidding document, and</p> <p>b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements</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</i></p>		<p>Advantageous Bid. This is the Bid that meets the Qualification Criteria and has been determined to be:</p> <p>a) substantially responsive to the bidding document;</p> <p>b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements;</p> <p>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.</p>

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		<p><i>prices will also be added for comparison/ranking purpose for evaluation, <u>wherever required</u>. (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, <u>wherever required</u>. (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.***