

**Minutes of Pre-Bid Meeting (along with Amendment No.2) against Bid Document for Supply of Tablet Computers (Bid Doc Ref. No.: SAMSPL/17-18/ET/8 dated 4/09/2017)**

The Pre-Bid Meeting was held on 12/09/2017 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 members were present in the pre-bid meeting:

**SAMS officials:**

- 1) Ms. Jyoti Singh Sr. Manager (Procurement)
- 2) Mr. Dinesh Kumar, Procurement Officer
- 3) Mr. Purushottam Gupta, Deputy Manager, IT

**FIND officials:**

- 1) Dr. DSA Karthickeyan, Medical Officer
- 2) Ms. Madhu Agarwal, Procurement Officer
- 3) Mr. Aranyak Das, IT Consultant

**Bidders' representatives:**

- 1) Mr. Pawan Kumar Dadhich (Sales Head), Krishna Computers, New Delhi
- 2) Mr. Sanjeev Bhatnagar (Regional Manager - IT), Delhi
- 3) Mr. Premanand Patnayak, Pacific Network, New Delhi
- 4) Mr. Avijeet Singh, Samsung, Gurugram
- 5) Mr. Alok Sharma, HP India Sales Pvt. Ltd, Gurugram
- 6) Mr. Vikrant Sharma (Enterprise Account Manager), Delhi
- 7) Mr. Manish Gupta (General Manager – Sales), Frostar India, New Delhi
- 8) Mr. Manish K. Singh (General Manager), Unicorn Infosolutions Pvt. Ltd, New Delhi
- 9) Mr. Manish Jain (Sr. BDM), PC Solutions Pvt. Ltd, New Delhi
- 10) Mr. Lalit Behl (Regional Manager – Tablets North), Gurugram
- 11) Mr. Sandeep Yadav (Account Manager – Samsung), Team Computers, New Delhi
- 12) Mr. Dheeraj Mehra (Head – Business Development), Noida, UP
- 13) Mr. Sandeep Pandey, Samsung, Gurugram

**Proceeding of the pre-bid meeting are as follows:**

1. At the outset, SAMS made a briefing about the purpose of the pre-bid meeting and briefed major terms and conditions of the tender.
2. Thereafter, prospective bidders were requested to put up their queries related to scope and terms and conditions given in the Bid Document.

3. The queries from prospective bidders were appropriately responded.
4. The queries sought from prospective bidders as asked during the pre-bid meeting and purchaser's responses and corresponding amendments (**Amendment no. 2 to the bid document**) against each query/ clause of bid document is summarized in the table given at **Annexure-A**.

The Pre-Bid Meeting ended with vote of thanks.



Jyoti Singh  
Sr. Manager (Procurement)

**Responses / Amendments (Amendment No.2) with regard to queries/suggestions received for Bid Document for Supply of Supply of Tablet Computers (ATI No. : SAMSPL/17-18/ET/8 dated 04/09/2017)**

<b>Sl. No.</b>	<b>Clause reference/ Page No.</b>	<b>Content of Para / Clause under Reference as per Bid Document</b>	<b>Query/Suggestions</b>	<b>Response / Amendments (<u>Amendment No.2 in bold</u>)</b>
1	Section-I, A. Introduction, Clause No. 1 Scope of Bid (page no. 8)	Strategic Alliance Management Services Private Limited (SAMS), acting as Procurement Agent on behalf of Foundation for Innovative New Diagnostics (FIND), New Delhi (hereinafter referred as "Purchaser") has issued this Bid Documents for procurement of equipment (Tablet computer) and related services as given in Schedule of Requirements"	As per RFP, EMD & PBG will be given in the name of Strategic Alliance Management Services Private Limited (SAMS). Please clarify, contract signing and invoicing will be done by SAMS or FIND.	Since SAMS is acting as procurement agent on behalf of Foundation for Innovative New Diagnostics (FIND), contract will be signed between SAMS and selected bidder and further invoicing should also be on the name of SAMS.
2	Section-I, A. Introduction, Clause No. 6 (b) Qualifications of Bidders (page no. 9)	For bidders as Non-manufacturers: The Bidder should have supplied the similar Goods and provided after sales services to the extent of at least 30% of the quantity indicated against requirement given at "Section III, Schedule of Requirements" during last three years preceding the date of opening of bids.	<p>i) Requested to change as "For bidders as Non-manufacturers: The <b>Bidder/OEM</b> should have supplied the similar Goods and provided after sales services to the extent of at least 30% of the quantity indicated against requirement given at "Section III, Schedule of Requirements" during last three years preceding the date of opening of bids."</p> <p>ii) Please allow Mobiles phones/Tablet (only) as experience for the bidders' qualification (supplied for this requirement).</p>	<p>i) The referred clause shall remain unchanged</p> <p>It was further clarified that all the relevant supporting document as specified in ITB clause no. 6 should be on the name of bidder, along with its Consortium partner, if any) only as a evidence that it has capability necessary to perform the contract.</p> <p>ii) It was clarified that required qualification criteria of bidders as per clause no. 6 of ITB shall be for the supply, service and other relevant supporting experience for <u>Tablet Computers only</u>.</p>
3		Bidder along with Consortium partner(s) (as the case may be)	Is it mandatory to go with Consortium.	It is not mandatory to go with Consortium.

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4	Section-I, A. Introduction, Clause No. 6 (c) Qualification of Bidder (page no. 9)	(c) The bidder and consortium partner(s) (as the case may be) together should have achieved cumulative turnover of at least Rs. 35.0 Crores during last three financial years (2013-14, 2014-15 and 2015-16). Financial Statements and CA's certificate (with registration number) in this regard may be enclosed.	Kindly clarify that you required a turnover of atleast Rs.35 Crores during last three financial years of (2014-15, 2015-2016, 2016-17) or Financial years of (2013-14, 2014-15 and 2015-16).	Following <b>amendments</b> are made in the referred clause of ITB:  <b>The bidder and consortium partner(s) (as the case may be) together should have achieved cumulative turnover of at least Rs. 35.0 Crores during the latest three financial years. Financial Statements and CA's certificate (with registration number) in this regard may be enclosed.</b>
5	Section-I, A. Introduction, Clause No. 6 (g) Qualifications of Bidder (page no. 10)	Page 10: Point G: List of Service / Customer Support Centers either that of manufacturer or owned by itself or through outsourcing to provide after-sales support and meet warranty/maintenance commitments, if contract is awarded.	This is required for the locations where the delivery is to be made OR asking for across India. Also how many service centers is required per state (i.e. Like Minimum 2/3 or more).	Bidder has to submit their list of Service / Customer support centers available/ located across India.  There is no specific requirement of nos. of service center per state/place.
6	Section-I, F. Introduction, Clause No. 39 Purchase Preference (page no. 21)	Page 21 : Point 39 MSE	Price Preference: The offer shall be given for 15% of quantities for some particular state or it is in a mixed terms to be distributed at all locations.	Decision shall be taken at the time of award of contract.
7	Section-II, General Conditions of Contract (GCC), Clause No. 9 Inspections and Tests and Section-III- Schedule of Requirements (page no. 25)	a) Pre-dispatch inspection of the goods may be conducted by purchaser or its authorized representative retained by the purchaser for these purposes. The Purchaser shall notify the Supplier in writing, in a timely manner, of the identity of any representatives retained for these purposes. The Supplier shall at the earliest furnish details of equipment and visits for inspection and testing to enable the	We understand that in case of pre delivery inspection, delivery period shall start after PDI. Please confirm.	Delivery Period shall start from the date of NOA, as mentioned in the Delivery Schedule at Section-III (Schedule of Requirements).

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		pre-dispatch inspection and testing when undertaken.		
8	Section-II, General Conditions of Contract (GCC), Clause No. 12 Insurance (page no. 27)	<p>i) Wherever necessary, the goods supplied under the contract shall be fully insured in a freely convertible currency in the manner specified in the contract. If considered necessary, the insurance may be done for coverage on “all risks” basis including war risks and strike clauses. The amount to be covered under insurance should be sufficient to take care of the overall expenditure, which may be incurred due to any such damage, loss etc.</p> <p>ii) where delivery of imported goods offered from abroad is required by the purchaser on CIF/CIP basis, the supplier shall arrange for insurance for an amount equal to one hundred and ten percent of the CIF or CIP value of the goods from “warehouse to warehouse” (final destination) on “all risks” basis including war risks and strikes and pay for the insurance, making the purchaser as the beneficiary.</p>	We request you to modify Insurance coverage to 100% of the CIP value	The referred clause shall remain unchanged.
9	Section-II, General Conditions of Contract (GCC), Clause No. 14 Incidental services (page no. 27)	The supplier shall be required to perform the incidental services as per the List of Requirements and the Technical Specification (Section – III and IV).	We need more clarification on incidental services.	Incidental Services are related to transportation, loading-unloading, handling etc. if any related to supply of required item.

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10	Section- IV (Technical Specifications) (page no. 44)	<b>Comprehensive Warranty Period-</b> 3 years (onsite warranty)	3 years onsite warranty shall be provided at all the locations where material is distributed/delivered or it is to the users who are carrying the material.	3 years onsite warranty to be provided at onsite- user's level.
11	Section-II, General Conditions of Contract (GCC), Clause No. 15.7 (d)(i) Penalty during warranty period (page no. 28)	Failure to arrange for repair / replacement of equipment (Tablet) as per para 15.7.1 the Supplier will be liable for a penalty at the rate of 0.1% of the price per non-functional unit per day beyond the stipulated downtime period. The amount of penalty will be recovered from the performance security bank guarantee during Warranty Period.	We request to add below line in Clause 15.7 (d) (i) : "Total maximum penalty during warranty period under this contract shall be capped at 5 % of the total contract value".	Following <b>amendments</b> are made in the referred clause of ITB:  <b>15.7 Additional Comprehensive Warranty Clause applicable to Contract</b>  (i) Failure to arrange for repair / replacement of equipment (Tablet) as per para 15.7.1 the Supplier will be liable for a penalty at the rate of 0.1% of the price per non-functional unit per day beyond the stipulated downtime period, <b>up to a maximum deduction of the 10 percent</b> of the value of delayed un-repaired Goods. Once the maximum is reached, the Purchaser may consider termination of the contract pursuant to GCC Clause 23. The amount of penalty will be recovered from the performance security bank guarantee during Warranty Period.
12	Section-II, General Conditions of Contract (GCC), Clause No. 16 Payment Terms (page no. 29)	16.1 The method and conditions of payments to be made to the supplier shall be paid upon under this contract shall be as follows:- The Hundred percent (100%) of the Contract Price shall be paid upon successful delivery and acceptance of goods by the consignees (pro- rata payments are allowed), within 30 days of submission of supporting	100% payment is after all deliveries & acceptance. This will consume time as it will be multi location delivery. Any tablet getting delay at any location will impact payment collection. Moreover, this is an NGO as we discussed yesterday, don't know if they have funds already available. Kindly clarify whether	Pro- rata payments are allowed, as already specified in GCC Clause no. 16 of bid document.

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13		documents as per GCC clause 11 (A) above.	Pro-rata payments are allowed or not. Please clarify , a) payment shall be made by "Foundation for Innovative New Diagnostics (FIND)" or Strategic Alliance Management Services Pvt. Ltd. (SAMS) b) Payment will be released from centralized location	All the contractual obligation shall remain with SAMS on behalf of FIND and supplier, accordingly Payments shall be made by SAMS only.
14	Section-II, General Conditions of Contract (GCC), Clause No. 23 Termination for Default  (page no. 30)	3.1 The Purchaser, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate the Contract in whole or in part: a) if the Supplier fails to deliver any or all of the Goods within the period(s) specified in the contract, or within any extension thereof granted by the Purchaser pursuant to GCC Clause 21; or/and b) if the Goods do not meet the Technical Specifications stated in the Contract; or/and c) if the Supplier, in the judgment of the Purchaser, has engaged in corrupt or fraudulent or collusive or coercive practices in competing for or in executing the Contract.	It is requested that a termination shall take place only in case of a material breach of the contract by the bidder, which remains uncured despite prior notice of thirty (30) days by the customer/purchaser to cure the breach and upon termination purchaser will pay us/supplier for all the products delivered and services rendered up to the effective date of termination.	Termination shall be done as per GCC Clause No. 23 of the bid document, which is self-explanatory
15	Section III. Schedule of Requirements Clause- C Delivery Schedule	<b>Delivery Schedule:</b> Delivery to all Consignees within Sixty (60) days from the date of issue of the Notification of Award (NOA) as per the Consignee Distribution List.	4 weeks delivery will be difficult. We must get 6-8 weeks as this is multi location & might include remote locations also.	Delivery to all Consignees within Sixty (60) days from the date of issue of the Notification of Award (NOA) as per referred clause.

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	(page no. 42)			
16	Section IV, Technical Specifications, A. General Requirements (page no. 45)	<b>Comprehensive Warranty Period:</b> 3 years (onsite warranty)	<p>i) Whether comprehensive warranty covers battery also.</p> <p>ii) To amend Onsite warranty to Carry in warranty as this is as per Industry standard and allow more bidders to participate</p>	<p>i) It was clarified that warranty of Battery should also be covered during three (03) years of Comprehensive warranty of Tablet.</p> <p>Following para/ requirement (<b>amendment</b>) is being added in the relevant Section of Technical Specifications – A. General Requirements at <b>Sl. No. 2 (Comprehensive Warranty Period):-</b></p> <p><b>Selected agency will need to replace the new Battery during the warranty period, when the Battery Backup comes down to 4 hours.</b></p> <p>ii) The condition of Onsite Comprehensive Warranty Period for 3 years, as per bid document, will remain same.</p>
17	Section IV, Technical Specifications, B. Specific Requirements (page no. 45)	Page 45 : Technical Specifications :		
	Sub Clause No. 1	<b>Display:</b> 10 Inches ( $\pm$ 0.5 inches acceptable), IPS Panel as applicable:	Display size: Three bidders requested to make it is 8 inches as it is not available with many manufacturers.	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 3	<b>Memory RAM:</b> 2 GB or higher (to be certified by OEM)	We would request you that the RAM available for the applications is important. Hence request you to change the language to "Total 800	The referred clause of Technical Specifications shall remain unchanged.



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			MB or more free space should be available for application after the Tab has booted fresh out of Box". This will also allow more bidder participation.	
	Sub Clause No. 4	<b>Internal Storage:</b> 16 GB or better, as applicable	We would request you that 8GB of Internal is more than sufficient for applications to be stored and run on devices. Hence request you to relax this requirement to 8 GB. Additional storage could be used from SD card which is expandable to 128GB.	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 5	<b>Resolution:</b> 1280 x 800 or higher	We would request you to have HD display (1280x800) for better screen visibility and 350 Nits brightness	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 8	<b>Connectivity:</b> a) Wifi - 802.11a/b/g/n b)* 3G and 4G c) GSM/EDGE d) Bluetooth 4.0 *All 4G services will automatically switch over to 3G services, if 4G is not available in the area.	i) Request you to relax this requirement as it is specific. Relaxing this requirement will help more OEM's to Participate.  ii) 3G network is available through out India and is most stable, Hence request you to change the language to "3G/4G Cellular and Data Connectivity". This could also bring down the overall cost of the project.	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 11	<b>Operating System-</b> Latest version of Android Operating System. Operating System manufacturer /OEM will certify the OS	i) Android OS / Device should be GMS compliant and Google Certified. This will ensure timely update of Google and OEM	The referred clause of Technical Specifications shall remain unchanged.

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			<p>security patches and ensure more security of data.</p> <p>ii) Android Operating System are only to be quoted or Windows OS shall also be accepted</p>	
	Sub Clause No. 12	<p><b>Power Supply</b>  Suitable charger shall be supplied. Built in rechargeable battery pack/battery suitable for 8 hours and above operation with full HD video playback shall be available</p>	<p>i) Nothing has been mentioned regarding battery backup, standard certifications, Audio features, Ports and connectors etc. This should be included to make sure the quality of the product to be supplied is of good manufacturer.</p> <p>ii) One of the most important aspect of a tablet as these shall be used without power for long hours. Given the current Power situation and the time which needs to be devoted on field , a battery life of 10-12 Hours to run on the field .</p>	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 14	<p><b>Weight:</b>  Less than 800gms with battery</p>	Weight : Less than 800gm shall be suggested as approx. 500gm to 600gm	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 15	IPv6 compliant : Yes (to be certified by OEM)	IPv6 is more specific to 4G. Hence request you to relax this requirement to make it more generic and allow more OEM participation.	The referred clause of Technical Specifications shall remain unchanged.
	Sub Clause No. 16	Card Slot : External SD Card slot (capable of supporting 128GB)	i) We request you to kindly change the specifications to 64 GB. As total of 16 GB + 64 GB = 80 GB is more than	The referred clause of Technical Specifications shall remain unchanged.

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			<p>enough in a tablet to store data.</p> <p>ii) SD Card slot (capable of supporting 128GB) asked in tender (All are related towards the storage). Never user use the device as an storage equipment hence for card slot maximum 64GB is more than sufficient. Request for the relaxation of same only in card slot as 64GB instead of 128GB</p>	
	<p>Page 45 : Section IV, Technical Specifications, A. General Requirements and B. Specific Requirements</p>	<p>Suggested changes in the Technical specifications of Tablet by various prospective bidders.</p>	<p>i) Safety and Security Certifications to be included: ENERGY STAR ,EPEAT STQC , BIS , UL, FCC, ROHS, CE etc.. Also GMS (Google Mobile Service certification) which allow to install the Google Mobile Services suite of software (GMS) on Android Tablet.</p> <p>ii) Since these tablets are being used in health department hence it is necessary and advisable that worldwide certifications to be used so as to get better product.</p> <p>iii) In absence of proper GMS licensing and certification process there may be risk of</p>	<p>The request has been considered.</p> <p>Following para/ requirement (<b>amendment</b>) is being added in the relevant Section of Technical Specifications – A. General Requirements:</p> <p><b>5. Certification required for quoted model of Tablet– Standardisation Testing and Quality Certification (STQC), Bureau of Indian Standards (BIS), International Organization for Standardization (ISO)</b></p>

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			proper software updates and performance.	
	–	–	Brightness : 500 nits or higher sunlight readable may be added in the technical specifications. There is all likelihood that tablets shall be used outside and in sunlight. We have observed most of the tablets are not readable in sunlight. Hence it is advisable to have nits reading.	Not considered
	Sub Clause No. 8	<b>Connectivity:</b> a) Wifi - 802.11a/b/g/n b)* 3G and 4G c) GSM/EDGE d) Bluetooth 4.0 *All 4G services will automatically switch over to 3G services, if 4G is not available in the area.	Ports & Connector: micro SIM card; micro - USB with OTG support, headphone/microphone combo, miracast enabled, may be added in the technical specifications.	The referred clause of Technical Specifications shall remain unchanged.
18	–	–	Can we quote any brand or any specific brand to be quoted.	Any brand/Make/Model can be quoted, matching with the required technical specifications of the bid.
19	Section IV, Technical Specifications, A. General Requirements  (page no. 45)	-	-	<b>Following para/ requirement (amendment) is being added in the relevant Section of Technical Specifications – A. General Requirements:</b>  <b>6. Screen Guard for Tablets should also be provided in addition to the protection cover</b>