

**Minutes of Meeting of Bid Opening for IFB No. SAMS/NACP/ARV Drugs/01/2015 for Procurement of ARV Drugs held on 28/12/2015 at 15:00 Hrs. in the office of Strategic Alliance Management Services (SAMS) Pvt. Ltd., 1/1 B, Choudhary Hetram House, Bharat Nagar, New Friends Colony, New Delhi**

The following officials were present in the meeting:

Sl. No.	Name and Designation	
1.	Mr. Anil K. Bhutani, GM (Procurement), SAMS	Chairman
2.	Mr. Satya P. Verma, GM (Procurement), SAMS	Member
3.	Ms. Jyoti Singh, Senior Manager (Procurement), SAMS	Member
4.	Mr. Vivek Kumar, Dy. Manager (Procurement), SAMS	Member
5.	Mr. Ashish Kumar, Programme Officer (NPLC), NACO	Observer

The following bidders' representatives were present during the bid opening:

S. No.	Name of Bidder	Name and Designation of Bidders' Representatives
1.	M/s Macleods Pharmaceuticals Ltd., Mumbai	Mr. J.B. Pal, AGM Institutional Sales
2.	M/s Mylan Laboratories Ltd., Hyderabad	Mr. V. Vijay Kumar, GM
		Mr. I. Kishore, Asstt. Manager
		Mr. Arun Sharma
3.	M/s Hetero Labs Ltd., Hyderabad	Mr. S. Ranjit Singh, AGM Marketing
4	M/s Aurobindo Pharma Ltd., Hyderabad	Mr. Umesh K., AVP
		Mr. Raja Uma Mohan, Manager

The proceedings of the bid opening are as under;

- Four bids were received up to scheduled date and time i.e. 14:30 Hrs. on 28<sup>th</sup> December, 2015. The bids were numbered and examined for proper sealing and markings on the envelopes containing bids and were found as per requirement given in the Bid Document.
- No late bids were received. No envelopes marked as 'Withdrawal' or 'Modifications' were received either prior or after the due date and time for submission of bids.
- The bidders' representatives and the officials of SAMS and NACO present during bid opening marked their attendance on the attendance sheet.
- The bids were opened one at a time, announcing the name of bidder, presence / details of bid document fee, bid security, powers of attorney in name of signatory of bid and Bid Form.
- It was found that all the bidders have submitted bid document fee, bid security and power of attorney and Bid Form.
- The details of bid document fee as submitted by the bidders and announced during the bid opening are summarized in the table below:

Sr. No.	Name of Bidder	Amount	D.D. No.	Date of Issue	Issuing Bank
1	Hetero Labs Ltd., Hyderabad	3000/-	105307	16-12-2015	State Bank of Hyderabad, Sanathnagar
2	Macdeods Pharmaceuticals Ltd., Mumbai	3000/-	552910	22-12-2015	State Bank of India, Mumbai

3	Aurobindo Pharma Ltd., Hyderabad	3000/-	997922	19-12-2015	State Bank of India, Hyderabad
4	Mylan Laboratories Ltd., Hyderabad	3000/-	252777	17-12-2015	HDFC Bank Ltd., Hyderabad

7. The details of bid security as submitted by the bidders and announced during the bid opening are summarized in the table below:

SL No.	Bidders	Sch. No.	Amount of Bid Security (Rs.)	Name of Bank	Bank Guarantee No.	Date of Issue	Due date of validity
1	M/s. Macleods Pharmaceuticals Ltd., Mumbai	I, II, III & IV	13,62,00,000	Axis Bank Limited, Navi Mumbai	13940100004760	18.12.2015	31.08.2016
2	M/s Mylan Laboratories Ltd., Hyderabad	I	4,23,00,000	INDUSIND Bank Ltd. Secunderabad	OGT0004150001127	16.12.2015	31.08.2016
		II	4,23,00,000		OGT0004150001129	17.12.2015	31.08.2016
		III	2,57,00,000		OGT0004150001121	16.12.2015	31.08.2016
		IV	2,59,00,000		OGT0004150001128	16.12.2015	31.08.2016
3	M/s Hetero Labs Limited, Hyderabad	I	4,23,00,000	Andhra Bank, Hyderabad	1006151GPER0192	16.12.2015	31.07.2016
		II	4,23,00,000		1006151GPER0193	16.12.2015	31.07.2016
		III	2,57,00,000		1006151GPER0193	16.12.2015	31.07.2016
		IV	2,59,00,000		1006151GPER0195	16.12.2015	31.07.2016
4	M/s Aurobindo Pharma Limited, Hyderabad	I	4,23,00,000	State Bank of India, Hyderabad	1303915BG0001007	19.12.2015	31.08.2016
		II	4,23,00,000		1303915BG0001008	19.12.2015	31.08.2016
		III	2,57,00,000		1303915BG0001006	19.12.2015	31.08.2016
		IV	2,59,00,000		1303915BG0001004	19.12.2015	31.08.2016

8. The unit rate and total bid price as submitted by the bidders were announced. The table below has the summary of Unit Rate and Total Bid Price as per Column No. 7 and 8 of respective Price Schedules submitted by the bidders.

		<b>Schedule No</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>
Bid Sr. No.	Name of Bidder	Name of Drug	Tab Tenofivir 300mg + Lamivudine 300mg + Efavirenz 600mg (TLE)	Tab Tenofivir 300mg + Lamivudine 300mg + Efavirenz 600mg (TLE)	Tab Zidovudine 300mg + Lamivudine 150mg + Nevirapine 200mg (ZLN)	Tab Zidovudine 300mg + Lamivudine 150mg + Nevirapine 200mg (ZLN)
		Quantity (No. of Tab / Cap)	105,060,720	105,035,580	155,717,040	157,185,660
1/4	M/s Macleods Pharmaceuticals Ltd., Mumbai	<b>Unit Rate</b>	₹ 15.18	₹ 15.18	₹ 8.13	₹ 8.13
		<b>Total Bid Price</b>	₹ 1,594,821,729.60	₹ 1,594,440,104.40	₹ 1,265,200,950.00	₹ 1,277,133,487.50
2/4	M/s Mylan Laboratories Ltd., Hyderabad	<b>Unit Rate</b>	₹ 16.10	₹ 16.10	₹ 7.26	₹ 7.26
		<b>Total Bid Price</b>	₹ 1,691,477,592.00	₹ 1,691,072,838.00	₹ 1,130,505,710.40	₹ 1,141,167,891.60
3/4	M/s Hetero Labs Ltd., Hyderabad	<b>Unit Rate</b>	₹ 14.85	₹ 14.85	₹ 7.38	₹ 7.38
		<b>Total Bid Price</b>	₹ 1,560,151,692.00	₹ 1,559,778,363.00	₹ 1,149,191,755.20	₹ 1,160,030,170.80
4/4	M/s Aurobindo Pharma Ltd., Hyderabad	<b>Unit Rate</b>	₹ 16.83	₹ 16.83	₹ 7.55	Not Quoted
		<b>Total Bid Price</b>	₹ 1,768,171,917.60	₹ 1,767,748,811.40	₹ 1,175,663,652.00	Not Quoted

9. The remarks regarding excise duty and sales / VAT as mentioned by the bidders in their price schedule are as under:

<b>Bid Sr. No.</b>	<b>Name of Bidder</b>	<b>As indicated under Column No. 9 (Excise Duty / Customs Duty payable if contract is awarded) of the Price Schedules</b>	<b>As indicated under Column No. 10 (Sales &amp; other taxes payable if contract is awarded) of the Price Schedules</b>
1/4	M/s Macleods Pharmaceuticals Ltd., Mumbai	As applicable for Schedule No. I, II, III & IV	As applicable at present 5% CST/VAT extra for Schedule No. I, II, III & IV
2/4	M/s Mylan Laboratories Ltd., Hyderabad	2.575% for Schedule No. I, II, III & IV	5% for Schedule No. I, II, III & IV
3/4	M/s Hetero Labs Ltd., Hyderabad	As applicable (at present 5.15%) Rs.80,347,812.14, Rs.80,328,585.69, Rs.59,183,375.39, Rs.59,741,553.80 for Schedule No. I, II, III & IV resp.	As applicable (at present 5%) Rs.82,024,975.21, Rs.82,005,347.43, Rs.60,418,756.53, Rs.60,988,586.23 for Schedule No. I, II, III & IV resp.
4/4	M/s Aurobindo Pharma Ltd., Hyderabad	5.20% (91,944,939.72), 5.20% (91,922,938.19) & 2.58% (30,332,122.22) for Schedule No. I, II & III respectively.	VAT/CST 5% extra for Schedule No. I, II & III

The meeting ended with vote of thanks to the chair and all the bidder's representatives present during the bid opening



(Satya P Verma)  
Procurement Specialist