

**Minutes of Bid Opening of Financial Proposal of International Competitive Bidding  
(ITB No.: SAMS - FIND- EQUIPMENT - PROCT - ICB - 03/2014 dated 24/02/2014)**

1. The Meeting was held on 12<sup>th</sup> May 2014 at 1500 Hrs in the Conference Room of Strategic Alliance Management Services Pvt. Ltd. (SAMS), New Delhi.
2. The following Bid opening members were present during the Financial Bid Opening Session at the notified deadline on 12<sup>th</sup> May 2014 at 1500 Hrs.
  - i. Ms. Jyoti Singh, Sr. Manager (Procurement)
  - ii. Mr. Simon Athaide, Finance Manager
3. Other representatives of SAMS present in the meeting were as follows:-
  - i. Mr. Sanjay Rastogi, Associate Director (MCS)
  - ii. Mr. Dinesh Kumar, Procurement officer

No representatives of FIND attended the meeting due to prior engagements.

4. Opening of Financial Bids:

Financial bids of following technically qualified bidders were opened in the presence of representatives from SAMS and notified bidders.

**Name of technically qualified Bidders**

- i. Thermo Fisher Scientific India Pvt Ltd., Noida
- ii. Esco Biotech Pvt Ltd., Mumbai
- iii. Amkette Analytical Limited, Thane
- iv. Remi Elektrotechnik Ltd, Thane
- v. Thermo Fisher Scientific India Pvt Ltd., Noida
- vi. Eppendorf India Limited, Delhi
- vii. Future Bio Science Pvt Ltd., New Delhi
- viii. Saksham Technologies Pvt Ltd., New Delhi

5. The read out price of each schedule is as mentioned below:-

<b>Schedule I - Biosafety cabinet Class II A2 with UPS</b>	
<b>Bidder (1) Name</b>	<b>M/s Thermo Fisher Scientific India Pvt. Ltd, Noida (price in INR)</b>
Quantity	58
Unit Rate	513,172.25
Tax (VAT/ CST @ 12.5%)	63,428.09
Entry Tax/ LBT/ CESS/ Octroi @ 5.5% or rates as applicable (exemption certificates will be provided, hence not applicable)	0
Installation (includes ducting) per unit	77,000.00
Service tax on installation @ 12.36%	9,517.20
Sub total for one equipment	663,117.54
<b>Grand Total for 58 units</b>	<b>38,460,817.33</b>

<b>Bidder (2) Name</b>	<b>Esco Biotech Pvt. Ltd., Mumbai (price in USD)</b>
Quantity	58
Unit Rate	5,150.00
Total Amount Ex- Works, Singapore (58 units)	298,700.00
Packing, Forwarding, Crate Fumigation, Sea Freight and Insurance charges for 58 units	8,700.00
Total CIF Nhava Sheva J..P.T Port (By Sea)	<b>307,400.00</b>
Custom Duty zero % against relevant customs duty Exemption certificate	0
Custom Clearance charges (58 units)	2,900.00
Transportation Charges (58 units)	14,500.00
<b>Grand Total for 58 units (USD)</b>	<b>324,800.00</b>
Blower & ducting Work per unit (15 feet) in INR + VAT @ 12.5%	80,888.0
Blower & ducting Work per unit (25 feet) in INR + VAT @ 12.5%	115,088.0

**M/s Thermo Fisher Scientific India Pvt. Ltd, Noida**

<b>CMC cost</b>	<b>(price in INR per unit)</b>	<b>Service tax (@ 12.36%)</b>	<b>Total Cost</b>
CMC for 1st year beyond warranty period	25,000	3,090	28,090
CMC for 2nd year beyond warranty period	25,000	3,090	28,090
CMC for 3rd year beyond warranty period	25,000	3,090	28,090
CMC for 4th year beyond warranty period	25,000	3,090	28,090
CMC for 5th year beyond warranty period	25,000	3,090	28,090

**Esco Biotech Pvt. Ltd., Mumbai**

<b>CMC cost</b>	<b>(price in USD per unit)</b>	<b>(price in INR inclusive service tax)</b>
CMC for 1st year beyond warranty period	300	17,903.82
CMC for 2nd year beyond warranty period	300	17,903.82
CMC for 3rd year beyond warranty period	300	17,903.82
CMC for 4th year beyond warranty period	300	17,903.82
CMC for 5th year beyond warranty period	300	17,903.82

**Schedule II Bacteriologic Incubator**

<b>Bidder Name</b>	<b>Amkette Analytical Limited, Thane (price in EURO)*</b>
Quantity	28
Unit Rate	5,700
<b>Sub total</b>	<b>159,600</b>
<b>Converted in INR</b>	<b>13,406,400</b>
CST (@ 5%)	670,320
<b>Grand Total</b>	<b>14,076,720</b>

\*Conversion rate 1 Euro= INR 84 as taken by bidder in price bid

*Bidder shall supply Stand, Standard tool kit, external temperature sensor worth Rs. 25000/- at free of cost with each instrument.*

CMC cost	Amkette Analytical Limited, Thane (price in INR)	Service Tax (@ 12.5)	Total Cost
CMC for 1st year beyond warranty period	175,000	21,630	196,630
CMC for 2nd year beyond warranty period	175,000	21,630	196,630
CMC for 3rd year beyond warranty period	175,000	21,630	196,630
CMC for 4th year beyond warranty period	175,000	21,630	196,630
CMC for 5th year beyond warranty period	175,000	21,630	196,630

### Schedule III Refrigerated centrifuge with UPS

Bidder Name	Remi Elektrotechnik Ltd, Thane (VAT & CST @ 12.5%) + Excise Duty	M/s Thermo Fisher Scientific India Pvt. Ltd, Noida (VAT & CST @ 12.5%)	M/s Eppendorf India Ltd, New Delhi (VAT & CST @ 14.5%)*
Quantity	21	21	21
Unit Rate	328,000	418,774	430,000
CST	41,000	52,347	62,350
Excise Duty @ 10.3% (not applicable as Excise Duty exemption Certificate will be provided)	Quoted	Not quoted	Not quoted
sub total for each unit	369,000	471,121	492,350
<b>Grand Total for 21 units</b>	<b>7,749,000</b>	<b>9,893,536</b>	<b>10,339,350</b>

\*Entry Tax @ 1% of costs of goods is applicable which will be reimbursed

CMC Cost	Elektrotechnik Ltd, Thane			M/s Thermo Fisher Scientific India Pvt. Ltd, Noida			M/s Eppendorf India Ltd, New Delhi		
	Per unit	Service tax @12.36	Total Cost	Per unit	Service tax @12.36	Total Cost	For whole quantity (21 Nos)	Service tax @12.36	Total Cost
CMC for 1st year beyond warranty period	17,000	2,101	19,101	12,000	1,483	13,483	420,000	51,912	471,912
CMC for 2nd year beyond warranty period	17,500	2,163	19,663	12,000	1,483	13,483	420,000	51,912	471,912
CMC for 3rd year beyond warranty period	18,000	2,225	20,225	12,000	1,483	13,483	420,000	51,912	471,912
CMC for 4th year beyond warranty period	18,500	2,287	20,787	12,000	1,483	13,483	420,000	51,912	471,912
CMC for 5th year beyond warranty period	19,000	2,348	21,348	12,000	1,483	13,483	420,000	51,912	471,912

**Schedule IV Inspissator**

<b>Bidder Name</b>	<b>Future Bio Science, New Delhi</b>
Quantity	22
Unit Rate	364,850
VAT @12.5%	45,606.25
sub total for each unit	410,456.25
<b>Grand total for 22 units</b>	<b>9,030,037.50</b>

<b>CMC cost</b>	<b>Future Bio Science, New Delhi</b>	<b>Service Tax (@ 12.36)</b>	<b>Total Cost for each unit</b>	<b>Total Cost for 22 units</b>
CMC for 1st year beyond warranty period	27,607	3,412	31,019	682,422.95
CMC for 2nd year beyond warranty period	30,762	3,802	34,564	760,412.03
CMC for 3rd year beyond warranty period	33,654	4,160	37,814	831,899.96
CMC for 4th year beyond warranty period	36,809	4,550	41,359	909,889.03
CMC for 5th year beyond warranty period	39,806	4,920	44,726	983,972.48

**Schedule V Autoclaves: Horizontal**

<b>Bidder Name</b>	<b>Saksham Technologies Pvt. Ltd, New Delhi (price in US \$)</b>
Quantity	33
Unit Rate	12,150
<b>Total Cost</b>	<b>400,950</b>
Packing, Forwarding, Crate Fumigation, Sea Freight and Insurance charges	3,300
<b>Total CIF Delhi</b>	<b>404,250</b>
Custom Clearance charges extra	2,050
Transportation Charges extra	9,500
<b>Grand total</b>	<b>415,800</b>

CMC will be 5% of CIF value for each year for all 33 units in USD (same rate for all five years after end of warranty period)	<b>20,212.5</b>
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**Schedule VI Autoclaves: Vertical**

<b>Bidder Name</b>	<b>Saksham Technologies Pvt. Ltd, New Delhi (price in US \$)</b>
Quantity	35
Unit Rate	12,400
<b>Total Cost</b>	<b>434,000</b>
Packing, Forwarding, Crate Fumigation, Sea Freight and Insurance charges for 58 units	3,500
<b>Total CIF Delhi</b>	<b>437,500</b>
Custom Clearance charges extra	2,500
Transportation Charges extra	9,750
<b>Sub total</b>	<b>449,750</b>

CMC will be 5% of CIF value for each year for all 33 units in USD (same rate for all five years after end of warranty period)	<b>21,875.0</b>
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6. The attendance sheet of bidders attended the meeting is enclosed herewith.

The meeting ended with vote of thanks.



**Simon Athaide**  
**Finance Manager**



**Jyoti Singh**  
**Sr. Manager Procurement**

Attendance Sheet for Financial Bid Opening Meeting of International Competitive Bidding (ICB)

ITB No. SAMS - FIND- EQUIPMENT – PROCT - ICB - 03/2014 dated 24/02/2014	Project:- Procurement Services for Foundation for Innovative New Diagnostics (FIND)
Description: Procurement of Equipment for TB Labs under RNTCP for GFATM Project	
Opening Date: 12/05/2014	Time: 1500 hrs.

Sl. No.	Name of Representative	Designation	Bidders Company/ Organization Name	Address	Contact Information			Signature
					Mobile No.	E-mail	Fax	
1	Ajay	Manager - Systems Support	Sci Systems	20/29 East Patrick Nooch, MD-11008	984449782	ajay.gan@scisystems.com		
2	Amit Verma	Territory Manager	Efficient	20, First Floor Community Centre	9310129110	41325675		Amit
3	Nitin	Area Sales Manager	Thermo Fisher	A-37, Sec-2 NOIDA	8527790618	nitin.shyam@thermofisher.com		
4	Anjanika	Sr sales Executive	Remi Electrotech nic Ltd	11, Cona Industrial area, Goregaon, Mumbai	9873092832			
5	Ravinder	S. Manager	FBS	154, C block Jash pur	9712892066			Ravinder
6	M.K. Khari	G. M.	ESCO Birlach	30/29 E.P. Nagar N.D.	8802567184			M.K.
7	Bindu	P.M.	SAMS	B. Nagar				Bindu
8	SANJAY RASTOGI	SAMS Associate Director (MCS)	SAMS					Sanjay

9. Jyoti Singh Sr. Manager SAMS

10. DINESH KUMAR (Proc.) Sr. Manager SAMS

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