Minutes of Pre-Bid Meeting for Procurement for Supply, Installation and Commissioning of Upper Room Air Ultraviolet Germicidal Irradiation (UVGI) Disinfection System and related services for Drug-resistant Tuberculosis (DR-TB) centers across India agt. Bid Ref. No.: SAMS/FIND/Proc/Equipment/ATI/19/2023 dt. 02/04/2024

The Pre-Bid meeting was held offline/online on 12/04/2024 at 11:00 A.M through Skype link https://join.skype.com/phrb7W3Drkz0. Most of the Officials joined in-person at SAMS Office and some through Skype call. The following were present in the pre-bid meeting:

The following members were available from SAMS.

SI. No.	Name and Designation
1.	Mr. Dinesh Kumar, Sr. Manager-Procurement
2.	Ms. Savita Chandna, Manager-Procurement
3.	Mr. Pawan Thakur, Procurement Executive

The Following members were available from FIND, India

SI. No.	Name and Designation
1.	Dr. Tarak Shah, Senior Medical Officer
2.	Mr. Vishal Chaudhary, Senior Procurement Officer
3.	Dr. Deepak Khismatrao, Regional Technical Specialist
4.	Ms. Jagdish Panda, Sr. Bio Medical Engineer

Details of the vendor representatives along with their organizations who attended this meeting(online/Offline) are as below.

SI. No.	Name	Organization Name
1.	Mr. Aditya Aware	M/s Lisamed Technologies Pvt. Ltd.
2.	Mr. Prem Prakash	M/s SMC Integrated Facility Management Solution Ltd.
3.	Mr. Himanshu Sharma and Mr. Praveen Kumar	M/s Honeywell Automation India, Ltd.
4.	Mr. Praveen Choudhary	M/s Magneto Cleantech
5.	Mr. Abhishek Bharti and Mr. Himanshu Sharma	M/s Ultrapure Envirocare Pvt. Ltd.
6.	Mr. Alok Uniyal	M/s Voltas
7.	Mr. Sunil Antil	M/s Jay Co. India Pvt. Ltd.
8.	Mr. Senthil	M/s Vallallar Energy Solutions
9.	Mr. PJ Piper	M/s AeroMed
10.	Mr. Rishikesh Gupta	M/s Interbiz Consulting Pvt Ltd
11.	Mr. Rahul Sharma	M/s Philips

Proceeding of the pre-bid meeting are as follows:

- 1. At the outset, SAMS made a briefing about the scope of services required through bid and purpose of the prebid meeting.
- 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/ clarifications sought through mail and purchaser's responses / amendment against each query is summarized in the table given at **Annexure-A**.
- 5. During the meeting it was also informed that bidders can raise their additional queries latest by 13/04/2024.

The meeting ended with a Thanks Note.

Dinesh Kumar Sr. Manager Procurement, SAMS Responses / Amendments (Amendment No. 1) with regard to queries/suggestions received for Procurement for Supply, Installation and Commissioning of Upper Room Air Ultraviolet Germicidal Irradiation (UVGI) Disinfection System and related services for Drug-resistant Tuberculosis (DR-TB) centers across India agt. Bid Ref. No.: SAMS/FIND/Proc/Equipment/ATI/19/2023 dt. 02/04/2024

SI. No.	Clause reference/ Page No.	Content of Para / Clause under Reference as per Bid Document	Query / Suggestions	Response / Amendments (Amendment No. 1) *
1	Section I - Notice Inviting Bids Clause No.4 Page No.5	To ensure uninterrupted and timely supplies, the Purchaser reserves the right to split the contract quantity between qualified Bidders. The purchaser reserves the right to split the order amongst minimum of two qualified bidders for tendered product in the ratio of 70:30 with 70% of the order given to lowest evaluated bidder (L1) and the balance 30% to the 2nd lowest bidder (L-2), if agrees to match the amount of L-1 bidder. In case of an increase in quantities (during the currency of the Contract) the order may be split between three qualified bidders in the ratio of 50:30:20 with 50% order to L1, 30% Order to L2 and 20% order to L3, if L-2 and L-3 agree to match the price of L-1 Bidder. Please refer Clause 36-Award Criteria of Section II-ITB of this document.	Bidders asked the query that, if the contract is awarded to two/three parties, what would be the unit price of equipment along with related services.	It was clarified that, if the contract is issued to two/three parties as per the ratio mentioned in the bid document, the L2 and L3 bidders will have to match the price of the L1 bidder.
2	Section II - Instructions to Bidders Clause No.5.1 Page No.12	Eligible Bidders and Goods The bidder shall be a private entity, government-owned entity or, any combination of these having a formal intent and legal competency to enter into an agreement or contract. and are registered under respective Act and Jurisdiction in India or any other country with which India has not banned trade relations.	The bidder asked is the tender is open for all the companies globally.	It was clarified that the bidder shall be a private entity, government-owned entity or, any combination of these having a formal intent and legal competency to enter into an agreement or contract. and are registered under respective Act and Jurisdiction in India.
			As this tender is open for companies outside India, Kindly, clarify what legal documents would be required (as PAN & GST would be not applicable). As this tender is open for companies outside India, kindly	Accordingly, Clause 5.1 has been amended and can be seen at Annexure-I.

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			clarify what will be the exchange rate applicable for US Dollars. As this tender is open for companies outside India, requesting you to allow for Consortium and Joint Ventures. As Prime Bidder, we will be liable for complying with all qualifying criteria. However, for billing and other financial matters (like submission of BG and Performance Security), having a consortium partner (registered entity in India) would be helpful for smooth running of the project.	
3	Section II - Instructions to Bidders B. BIDDING DOCUMENTS Clause No. 19.8 Bid Security Page No.18	Bid Security	Bidder asked that, if the bidder is registered under MSME, so they are exempted for the submission of EMD amount along with their bid.	It may be noted that MSME Bidders are exempted from submission of Bid Security. However, in such case, Bidders shall submit the Bid Security as per the format provided in Section VI — Other Standard Forms along with their MSME Certificate. In case of non-submission of MSME Certificate, the exemption of Bid Security will not be granted.
4	Section II - Instructions to Bidders Clause No.39.1 Page No.27	39. Performance Security Within twenty-eight (28) days of the receipt of Letter of Acceptance from the Purchaser, the successful Bidder, if required, shall furnish the Performance Security in accordance with the GCC, using the Performance Security Form included in Section IX: Contract Forms, or another Form acceptable to the Purchaser.	Bidders asked that the 10% amount is already on hold against the maintenance services (point no. 16.1 part C of SCC). Bidders are requested to reduce the percentage of Performance Bank Guarantee (PBG) from 10% to 5% of the total contract value which will be valid post 45 days of all contract completion.	No Change.
5	Section III – Bid Data Sheet (BDS) Clause No. ITB 22.1 Page No.29	The deadline for Bid Submission is 03.00 PM on 24/04/2024.	Bidders are requesting to extend the bid submission time minimum 20 days and keep the last date of submission as 15/05/2024.	The timeline for submission of proposals is extended till 3.00 PM on 30/04/2024. Please refer Amendment in this regard.
6	Section IV – Evaluation and Qualification Criteria A – Minimum Eligibility Criteria Page No.30	In order to qualify, the bidder, should have achieved an average annual turnover of Rs. 7,00,00,000/- (Rs. Seven Crores) during last three	 VES is a UVC lighting consultant and supplier of UV systems for Air/ Water applications, incorporated in April 2022. Bidder has sales turnover of 6 lakhs in 2022 and 7 lakhs in 2023 year and we are continuously growing expected to do 1 crore turnover in this year. 	There is no change in the minimum eligibility criteria. It may be noted that the turnover of the

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140.	No.	Document		(Amendment No. 1)
		financial years (2020-21,2021- 22 and 2022-23)	Bidders asked that the annual turnover of the company calculated for the GUV supplies only or whole business of the company.	company of last three years will be calculated not only for the GUV supplies but for whole business of the company.
		4. In case Bidder is non-manufacturer, Bidder needs to submit the Authorization Certificate from the manufacturer (OEM certificate) which shall be valid at least on the date of bid	Bidder's consultant has worked with Philips Special lighting division for 6 years and having a rich knowledge on UV-based solutions.	
		opening (Refer attached format regarding OEM Certification). The nonmanufacturer Bidder shall represent one Manufacturer only. Also, one Manufacturer Bidder needs to authorize only one bidder for the said procurement.	Bidders said that they are authorized Agent for the OEM supplier; hence they can provide OEM certificate.	It may be noted that the non-manufacturer bidders need to submit the OEM Manufacturer Authorization Letter as per format mentioned in the Bid document, page 71 along with Technical Bid.
7	Section IV – Evaluation and Qualification Criteria B. Technical Evaluation Page No.31	Experience of installation and maintenance of Upper Room Air Ultraviolet Germicidal Irradiation (UVGI) Disinfection Systems a) Installation – 10 Marks b) Installation and maintenance during warranty period- 15 Marks c) Installation and maintenance services during warranty period and maintenance services beyond the warranty period – 20 Marks Documents to be provided: For 1a – Copy of purchase order/signed and stamped certificate of installation issued by the user/e-mail confirmation/ /any other relevant document For 1b – Copy of purchase order/signed and stamped certificate of installation and maintenance services issued by the user//e-mail confirmation/any other relevant document - For 1c –In addition to 1a & 1b, the additional copy of AMC/ CMC contract and/or	Bidders asked for the clarity on the technical evaluation marking (a/b/c).	If the bidder has a) experience of only Installation, then 10 marks will be allotted. b) If, experience of Installation and maintenance during warranty period, then 15 marks will be allotted. c) If, experience of Installation and maintenance services during warranty period and maintenance services beyond the warranty period, then 20 marks will be allotted. Documents to be provided: For 1a – Copy of purchase order/signed and stamped certificate of installation issued by the user/email confirmation/ /any other relevant document For 1b – Copy of purchase order/signed and stamped certificate of installation and maintenance services issued by the user//e-mail confirmation/any other relevant document

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		proof of maintenance services beyond the warranty period		- For 1c -In addition to 1a & 1b, the additional copy of AMC/ CMC contract and/or proof of maintenance services beyond the warranty period
8	Section IV – Evaluation and Qualification Criteria C. Financial Evaluation Page No.33	Financial Evaluation Apart from the above, Bidders must provide the CMC rates for additional four (4) years. The CMC rates for additional four years should be inclusive of all taxes/GST (INR) which will not be a part of the financial evaluation criteria. However, in case of extension at that time, these rates would be considered for extension.	Bidders asked that the OEM need to quote the AMC prices separately.	It may be noted that the bidder (Manufacturer/Authorized Dealer) need to submit separately year wise quotes of CMC for next 4 years as per the Annexure 1 to FIN 2 at page no. 81. The cost of CMC will not be considered for financial evaluation of the proposal.
9	Section V – Schedule of Requirements A. List of Goods and Equipment required: Page No.34	A. List of Goods and Equipment required:	Bidders asked that the total no. of UVGI supply and installation are fixed or as per the requirement of the facility.	It may be noted that the total nos. defined in the bid document are estimates and can be increased or decreased by 30% at the time of the award of contract or anytime during the validity of the contract based on the site requirement and the discretion of the tenderer.
10	Section IV – Evaluation and Qualification Criteria Clause No. B. Technical Evaluation (Technical Criteria) Page No.35	TECHNICAL DEMONSTRATION Safety test including radiation dose at 6 feet height being ≤ 0.2 µW/cm^2 needs to be performed during the technical demonstration Measurement of the intensity of the UV Lamps shall be measured using a calibrated UV light meter at the time of technical demonstration. Related Services: Comprehensive Warranty and	Bidders raised the query that the product needs to be evaluated based on MOC, touch and feel and safety features of unit. There are no details in the tender document related to this	Bidders need to quote the product that meet the tender technical specifications. The technical specifications clearly describe the MOC, safety, efficacy and commissioning parameters.
		Comprehensive Warranty and comprehensive maintenance services of UVGI 1st visit: Periodic inspection and cleaning of UV lamp to be carried out within 3 months during the warranty period. o 2nd visit: Preventive maintenance should be done on each UVGI assembly within 6 months of the warranty period. Preventive maintenance includes periodic	Bidders asked that, what kind of services required during the warranty period of 1 year.	It is mentioned in the bid document, under Section V – Schedule of Requirements, page no 34-35 Further bidders can refer to the Annexure Y3, page no 115-119 for the Warranty visit services checklist points and reporting format.

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	No.	inspection, cleaning, performance testing, Efficacy test, safety test of the UVGI systems. Performance, efficacy, and safety test to be done on similar manner as during the commissioning process. o 3rd visit: Periodic inspection and cleaning of UV lamp to be carried out within 9 months of the warranty period. o 4th visit: Yearly Preventive maintenance should be done on each UVGI assembly with replacement of new UV lamp. Preventive maintenance includes periodic inspection, cleaning, performance testing, Efficacy test, safety test of the UVGI systems. Performance, efficacy, and safety tests are to be done on similar manner as during the commissioning process. UV lamp of the same wattage and specification to be replaced after every 9000 hours or within 12 months or whichever occurs earlier. The ineffective lamps to be taken out of the facility and to be disposed as per guidelines.		
11	Section V – Schedule of Requirements Clause No. 4 Page No.35	The selected bidder(s) are required to visit the respective mentioned sites for assessment of actual number of UVGI fixtures requirement based on the site feasibility and UV dosage required to create a killing/ UV disinfection zone and they have to submit the design/ layout of the facility showing the placement of UVGI along with the required quantities and work they need to carry out at the site. Hence, the above criteria need to be taken into account at the time of submission of the unit cost.	Bidders asked that the site visit before bid submission is not possible, kindly clarify whether an increase in quantity at a site will be permissible or not. This may be required for overall effectiveness.	Please refer to clause no 4 (page 35) and clause ITB 37.1, page no :29. Kindly also see the response to query under S.No 9 above.
12	Section V – Schedule of Requirements Consignee-wise Area/ size of each Site/ Room where	Consignee-wise Area/ size of each Site/ Room where UVGI Disinfection System planned	Clarity on working of cubic area and deciding number of fixtures	The total number of fixtures is derived based on the facility volume, dosage required and area coverage of UVGI fixture. However as mentioned in the Bid document, the selected bidder(s)

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	UVGI Disinfection System Planned Page No.38			are required to visit the respective sites for assessment of actual number of UVGI fixtures required based on the site feasibility. The bidder will assess UV dosage required to create a killing/ UV disinfection zone during the visit and will have to submit the design/ layout of the facility showing the placement of UVGI fixture along with the required quantities.
13	Section V – Schedule of Requirements Clause No. B- Delivery & Completion Schedule Page No.46	Delivery & Completion Schedule The delivery, installation, commissioning and validation should be completed within 150 days (from the date of issue of the Notification of Award (NOA).	Bidders asked that, these devices will be imported from outside India, the minimum delivery time required would be 60-90 days considering all clearances. Post this, they will be needed to be shipped to 70 locations, and then only installation & commissioning will begin. Considering the above factors, requesting to extend the timeline for installation & commissioning by an additional 30 to 45 days.	The days are increased by 30 days i.e. from 150 to 180 days. Please refer Amendment in this regard.
14	Section V – Schedule of Requirements C. Technical Specifications Page No.47	Technical Specifications	1) Material Safety Data Sheet Like Green Pro Certification need to be added. 2) As UV Lamps are harmful for the Human Being So Intensity & Dosage checking need to be done at the R & D Lab of the Manufacturer or At Site (Site installation check will be part of Commissioning). 3) Sample Installation Testing can be done at the R&D Centre of the Manufacturer with Safety Precaution. 4) Impact of UV Intensity over occupied zones to be conducted at site and will be part of Commissioning process 5) TiO2 Coating which is asked at the other surfaces can be placed over the UV Lamp i.e. UV lamp with TiO2 Coating. 6) Some Installation Details and Pictures are added which has the safety feature and there is no impact over the Human Being in the Occupied Space	 Material safety data sheets (MSDS) should be provided from the lamp manufacturer. Additionally, any other relevant certificate can be submitted by the bidder. The intensity & dosage check should be carried out at the manufacturer or Bidder's plant before dispatching to the respective sites and simultaneously during commissioning process this activity needs to be carries out at the site and necessary documents along with test reports need to be submitted. This is the bidders' responsibility to carry out Sample Installation Testing which can be done at the R&D Centre of the Manufacturer with Safety Precaution. The Safety test including radiation dose at 6 feet height being ≤ 0.2

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	No.	The upper room air UVGI assembly should emits UV light radiation intensity of at least 15 mW/m3 of area in the upper irradiated zone to ensure minimal inactivation as per US Department of Health and Human Services (DHHS), Centers for Disease Control and Prevention (CDC) recommendations on UV Light radiation intensity (Annex 1) and accordingly the selection of the UVGI fixtures to be made. The quantity required and the placement of the UVGI fixtures should be calculated to achieve full irradiation of the entire face area of the room. The supplier shall provide manufacturer's test certificates for main items like UV lamp, ballast, etc. The factory performance test certificate shall include details such as no ozone emission or other secondary contaminations, output performance of 254 nm +/-1 nm, performance output with estimated life span, etc.	7) Cell Toxicity Test of the Equipment having UV lamp and the TiO2 Coating can be submitted with the Tender Submission Document for the Safety of the Human Cell 8) Manufacturers can have the Certification like ISO, CE etc. which ensures the Quality of Manufacturing of the Product. And also have R&D Centre for the Development of the Solution. 9) At the Technical Evaluation Reports Like E Coli, Aspergellus Brasilliensis Bacteria Test of the Unit Design can be submitted Or these are the bacteria based as Tuberculosis is based over the same 10) After Tender award Design Layout of the site with unit location need to be properly marked 11) Fan needs to be Provided which will suction air and pass it over the UV Lamp. 12) Design of the Equipment Need to be shared at the Pre Bidding Stage? 13) Clarification on 15mw/M3 or 15micro watt/Cm2, Need clarity? 14) Do we need certificate for each variant (1.2W/.9W/.71W)	μW/cm^2 needs to be performed during the onsite commissioning process. Radiometer/ Optometer will be brought by the vendor. 5) All the physical structures such as wall, ceiling fan, switch sockets, split AC, etc. which fall in the UV radiation zone must be anti UV reflection painted (like titanium oxide containing paint). 6) It's part of onsite installation, testing and commissioning activities. 7) Bidder can submit the necessary certificate along with the technical bid , but it's not mandatory. 8) The manufacturer and bidder should have ISO 9001 certification and the same needs to be submitted along with technical proposal and the OEM/ bidder should have in-house capacity for designing and testing of the equipment. 9) Bidders can submit relevant documents along with their technical proposals, however its not a mandatory requirement and will not be a part of technical evaluation. 10) Yes, the detailed layout of facilities will be provided to the selected bidder. However as mentioned in the Bid document, the selected bidder will assess UV dosage required to visit the respective sites for assessment of actual number of UVGI fixtures required based on the site feasibility. The bidder will assess UV dosage required to create a killing/ UV disinfection zone during

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				the visit and will have to submit the design/ layout of the facility showing the placement of UVGI fixture along with the required quantities. 11) Ceiling fan is already available or will be provided in these sites/ facilities. 12) This is part of a technical demonstration and bidder can submit the product design, catalogue, brochure details along with the technical bid. 13) The volumetric dosage is at least 15 mW/m3 in the upper irradiated zone to ensure minimal inactivation, the area dosage will vary site to site depend upon the true ceiling height. 14) Yes, the required certification is for all varient of upper LIVCI.
15	Section V – Schedule of Requirements Page No.49	Installation: All the physical structures such as wall, ceiling fan, switch sockets, split AC, etc. which fall in the UV radiation zone must be anti UV reflection painted (like titanium oxide containing paint).	Requesting you to modify the clause as- "All the physical structures such as wall, ceiling fan, switch sockets, split AC, etc. which fall in the UV radiation zone must be anti UV reflection painted (like titanium oxide containing paint). Painting of any new physical structures getting installed in the DRTB centers post the installation & commissioning will not be in the scope of the bidder".	variant of upper UVGI. Agreed, amended as under All the physical structures such as wall, ceiling fan, switch sockets, split AC, etc. which fall in the UV radiation zone must be anti UV reflection painted (like titanium oxide containing paint). Painting of any new physical structures getting installed in the DRTB centers post the installation & commissioning will not be in the scope of the bidder.
		Comprehensive Warranty and comprehensive maintenance services of UVGI: All the safety log sheet and the test certification report to be maintained and handover to the respective sites after completion of preventive maintenance.	Kindly clarify who will be give the sign-off at each DRTB center. Requesting you to add the designate authority email & designation as part of RFP, as they will also be stakeholders for the same.	The consignee's details along with email, phone number and designation will be provided to the selected bidder / bidders after award of contract. Please refer Amendment in this regard.

SI.	Clause	Content of Para / Clause	Query / Suggestions	Response / Amendments
No.	reference/ Page No.	under Reference as per Bid Document	,	(Amendment No. 1) *
16	Section VI – Bidding Forms Proforma for Other Details of Bidder, Manufacturer and its Bank	Proforma for Other Details of Bidder, Manufacturer and its Bank	Bidders asked that the 2 persons contact no. for reference -Two customer name. Bidders need to provide Manufacturer Bank details or only	It may be noted that the bidders are requested to submit the past performance proforma to contact the end users for confirmation that the equipment is working satisfactory. Bank details of only the bidder participating in the tender is required as pe the format given
	Page No.70		Bidder.	at page no. 70.
17	Section VI – Bidding Forms Original Equipment Manufacturer (OEM) Manufacturer's Authorization Letter Format Page No.71	Original Equipment Manufacturer (OEM) Manufacturer's Authorization Letter Format	Bidder asked that they need to submit the Manufacture Authorization Certificate.	It may be noted that the bidders need to submit the Manufacturer Authorization Certificate as per the format given at page no.71.
18	Section VIII – Special Conditions of Contract Clause No. GCC 29.7 Page No.104	The balance payment of 10% to be released on annually basis and after deduction of applied LD, if applicable.	Timeline for payment release	The balance 10% will be released one year after installation and after deduction of applied LD within 60 days of submission of documents as per Annexure Y3.
19	Section IX - Contract Form Annexure Y1 - Acknowledgement of Receipt of Goods (for 40% Payment)	Annexure Y1 - Acknowledgement of Receipt of Goods (for 40% Payment)	As these goods are highly sensitive and of high value, & considering there are 70 sites and their stakeholders, requesting you to modify the clause as- "Acknowledgement of Receipt of Goods (for 70% Payment)"	No change in the payment terms.
	Annexure Y2 - Final Acceptance Certificate (for 50% Payment)	Annexure Y2 - Final Acceptance Certificate (for 50% Payment)	Requesting you to modify the clause as- "Final Acceptance Certificate (for 20% Payment)" We did not find any specific Brand of the GUV fixtures-Anyone quote	It may be noted that the bidders
	Annexure Y2 - A- Upper UVGI Installation report and checklist	Annexure Y2 - A- Upper UVGI Installation report and checklist The wattage rating /	for any one of them.	can quote any make and model which meet the technical specifications as per the bid document.
	Page No.110,111 &112	requirement of the GUV is not mentioned.		

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20	General Query	-	Bidders are requested to add the following clause - "After successful installation & commissioning, incase product gets physically damaged by persons present in DRTB centers, then the liability of the same will not lie with the bidder. However, the bidder undertakes to replace the same at the prices quoted in the tender. The same will be charged additionally to the purchaser."	Yes, agreed. Please refer Amendment in this regard.
21	General Query	-	Intensity usage can be combination of High/Medium/Low as required, kindly clarify/specify	As per bid document technical specification, page no- 47; the upper room air UVGI assembly should emits UV light radiation intensity of at least 15 mW/ m3 of area in the upper irradiated zone to ensure minimal inactivation and accordingly the selection of the UVGI fixtures to be made. The quantity required and the placement of the UVGI fixtures should be calculated to achieve full irradiation of the entire face area of the room
22	General Query	-	Bidder consider installation done with our group company offices	Installation can be done by bidder/Manufacture/Authorized dealer, after installation supplier need to submit the Final Acceptance Certificate as per prescribed format mentioned in the bid document.
23	General Query	-	Do we have any specific requirement on Pre heat/Rapid start/Programme start etc, clarity required	The bidder can quote the electronic ballast of UVGI fixture either of preheat or rapid start or program start circuit type.

^{*}the bold and Italic contents are the amendments (Amendment no. 1) against the respective paras of Bid Document. The referred amendments shall be applicable to all relevant Sections of the Bid.