Minutes of Pre-bid Meeting for Procurement of Equipment and Related Services for TB laboratories across India (Bid Ref No.: SAMSPL/20-21/ET/2, dated: 08/10/2020)

Sch. No.	Description of Equipment	Quantity (Nos.)
1	1) 3 KVA online UPS, at least 3 Hr backup	56
	2) 1 KVA online UPS, with built-in batteries, at least 15 Min backup	28
	3) 3 KVA online UPS, at least 30 min backup	52
	4) 5 KVA online UPS, at least 30 min backup	4

The offline/in-person (physical) Pre-Bid Meeting was held at 1230 hrs. on 15/10/2020 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 1230 hrs. to 1300 hrs. on 15/10/2020. 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 14/10/2020.

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 Karthickeyan, Medical Officer
2. Ms. Pooja Srivastava, Senior Biomedical Engineer
3. Ms. Sikha Panda, Bio Medical Engineer

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

1. Mr. M.S. Solanki, Sr. Manager, M/s Delta Electronics
2. Mr. Arun Sharma, Representative, M/s Delta Electronics
3. Ms. Simran Anand, Representative, M/s Delta Electronics

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.

(Satya Verma)
General Manager (Procurement Services)

Annexure - A

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. SAMSPL/20-21/ET-2)

Sl. 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. 1.10 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2, 3 & 4) (page 39, 40, 42 & 43)	Battery: maintenance-free, automatic shut-off before reaching the level of discharge from which recharging to the original capacity will no longer be possible	This is regarding the Procurement of 1 KVA, 3 KVA and 5 KVA UPS systems by your esteemed organisation for PAN India basis. I went through the tender document and found that only battery backup time with each rating of UPS system is mentioned and only "Battery Pack" is mentioned under the accessories. But there is no mention of no. of batteries desired, rating of batteries desired or total VAH desired per set to achieve the required backup for the respective UPS systems. Say for example, 3 KVA UPS with at least 3 hrs battery backup is desired but required VAH to achieve the backup is not mentioned. Bidder A may quote one rating of batteries and Bidder B may quote another rating of batteries. But Bidder B will become L1 because he has quoted less rating of batteries than Bidder A. I shall suggest you: For 3 KVA 3 hrs backup, 9600 VAH or 8 nos 12V-100AH SMF batteries. For 3 KVA 30 mins backup, 1600 VAH or 6 nos 12V-26AH or 8 nos 12V-18AH. For 5 KVA 30 mins backup, 4000 VAH or 9 nos 42AH or 20 nos 18AH or 15 nos 26AH For 1 KVA with 15 mins backup, it's clearly mentioned about built-in batteries so no issues with that.	Bidder to provide the battery capacity and Quantity as per requirement of the UPS as per technical specification

			Please incorporate the above points so that you can get a fair competition and the best possible product is quoted by each bidder. **Anticipating a positive response from your end.**	
2	Sr. No. 2.4 & 2.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2, 3 & 4) (page 39, 41, 42 & 44)	Protection class (in accordance with EN 60529). Designed not to interfere with circuit radio (in accordance with EN 55014).	Additionally, on pages 39, 41,42 and 44 point no 2.4 of each rating of UPS states that the product should be in accordance with EN 60529 for protection class, which is an European Standard. I would like to request that the equivalent Indian standard of IP 21 protection should also be allowed. Similarly, point no 2.5 states that the product should be designed not to interfere with circuit radio as per EN 55014. Similar standard of IEC 62040-2 for electromagnetic compatibility specially for UPS systems should also be allowed. **Please incorporate the above points so that you can get a fair competition and the best possible product is quoted by each bidder.** **Anticipating a positive response from your end.**	The Para is being amended as under: **Protection class (in accordance with EN 60529/ IEC 60529 or any Equivalent National/ International Standards** **Designed not to interfere with circuit radio (in accordance with EN55014/IEC 62040-2/ or any Equivalent National/ International Standards**
3	--	--	It is suggested as under: (a) Working Capital with Profits in last three years for OEM and bidder both (b) OEM Turnover more than 500 crores	The suggested criteria cannot be incorporated in the bid document.
4	ITB Para 29.5 (page 22)	The Bid Evaluation Committee shall regard a bid as responsive if it conforms to all requirements set out in the Bidding Documents, or contains minor deviations that do not materially alter or depart from the characteristics, terms,	Clause 29.5 may be clarified	Please read the ITB Para 29.5 along with ITB Para 29.2, 29.3 and 29.6 to get clarity.

		conditions and other requirements set out in the Bidding Documents, that is, there is no material deviation, or if it contains errors or oversights that can be corrected without any change in the substance of the bid		
5	Sr. No. 11 of 3.A. Technical Specifications – General Requirements of Section V – Schedule of Requirements (page 38)	ISO 9001: The manufacturer must have Manufacturer System Certified to ISO 9001.	Offered to make OEM Must have ISO 14001 & ISO 18001 with the presence of NABL Accredited factory calibration lab of OEM in India	The suggested criteria cannot be incorporated in the bid document.
6	Sr. No. 4 of 3.A. Technical Specifications – General Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2, 3 & 4) (page 38)	**Comprehensive Warranty Period:** 3 years' Warranty period starts from successful installation at site	3 Years warranty is only applicable for UPS systems batteries being consumables will be warranted for a period of 24 Months only from the date of installation or 25 Months from the date of delivery. Site readiness if delayed will not ensure extension of Warranty.	There is no change in the requirement. It is to clarify that the 3 years' Warranty period shall start from the date of successful installation at site for both UPS and Batteries. Bidders need to quote accordingly. It is to clarify that some sites are ready for installation. Readiness of sites will be confirmed at the time of award of contract award.

7	Sr. No. 4 of 3.A. Technical Specifications – General Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2, 3 & 4) (page 38)	**Comprehensive Warranty Period:** 3 years, Warranty period starts from successful installation at site	Generally installation take 1 year after the supply of material because of which battery can not retain its power (as shelf life of battery is approx.. 1-2 months). We request you make it from the date of Invoice or confirm that the site will be ready within 1 month of supply	It is to clarify that some sites are ready for installation. Readiness of sites will be confirmed at the time of award of contract award
8	GCC Clause 16.1 of Section VIII – Special Conditions of Contract (page 73)	The payment under this Contract shall be released by the Purchaser after due scrutiny, verification of documents submitted by supplier. Payment hall be made by Electronic clearing systems (ECS) to the Supplier's nominated bank account. The method and conditions of payment to be made to the Supplier shall be as follows: (a) **On Delivery:** Ninety (90) percent of the Contract Price of the Goods delivered to the consignee, shall be paid within forty-five (45) days of submission of documents specified in SCC Clause 13 above and Consignee Receipt Certificate (CRC) (b) **On Installation:** Ten (10) percent of the Contract Price of the Goods delivered to the	100% payment shall not exceed 45 days from the date of supplies	It is to clarify that payment shall be released as per GCC Clause 16.1 of SCC as given in Bid Document.

		consignee and installed, shall be paid within forty-five (45) days of submission of documents specified in SCC Clause 13 above and Final Acceptance Certificate (FAC)		
9	ITB Para 19.3 (page 16)	The bid security shall be in any of the following forms at the Bidder's option: a) Fixed Deposit Receipt (FDR) or Term Deposit Receipt (TDR) issued by Scheduled Bank in India; or b) Demand Draft or Banker's Cheque c) Bank Guarantee issued by a Scheduled Bank in India; or d) Deposit through Digital mode **as specified in the BDS**; or e) Any other form **as specified in the BDS**	Please confirm, whether bid security Rs.3,60,000 can be submitted by way of BG as BG format is also given in the tender	Bid security can be submitted in form of BG. Please refer to ITB para 19.3
10	Sr. No. 12 of 3.A. Technical Specifications – General Requirements of Section V – Schedule of Requirements (page 38)	Safety standards: The equipment must comply with ISI certification as per BIS Standards or any equivalent international safety standards such as IEC- 61010 and IEC-60601 etc.	Safety standard should be related to UPS only mentioned on page 38. Safety standards as per BIS, IEC 62040-1/EN 62040-1	There is no change in the requirement. It is clarify that these are General requirements.

11	Sr. No. 1.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.2) (page 40)	UPS: microprocessor controlled, online continuous transducer, at least 15 Min. Battery backup.	Please confirm inbuilt battery backup time with load. 1 KVA Online UPS inbuilt battery will not give 15 min backup at full load. So please confirm load details / required battery AH and qty.	The Approx. load for this UPS will be 400-500 watts. Bidder to submit the quantity and capacity of Batteries accordingly.
12	Sr. No. 1.8 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2, 3 & 4) (page 39, 40, 42 & 44)	Sleep mode if item consuming power is shut off.	This is the feature of Modular and Higher KVA UPS & not available in these small rating of UPS. Kindly evaluate & accept the same.	It is to clarify that the feature is optional
13	Sr. No. 1.12 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1) (page 39)	Outlet voltage: 230 V ± 3%, 50 or 60 Hz ± 0.5% (if the country's standard voltage is 110 V AC, adjustment will be needed).	No output voltage 100 VAC, output voltage should be 220V/230V	The requirement is being amended as under: **Outlet voltage: 230 V ± 3%, 50 or 60 Hz ± 0.5%**

14	Sr. No. 1.11 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 3 & 4) (page 39, 42 & 44)	Time for recharging: approximately 4 hours to reach at least 90% of total capacity.	Battery OEM not recommended fast charging. 8-10 hours in the min. required to charge up to 90% capacity. Kindly evaluate & accept the same.	The requirement is being amended as under: **Time for recharging: approximately 8-9 hours to reach at least 90% of total capacity.**
15	Sr. No. 1.11 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 3 & 4) (page 39, 42 & 44)	Time for recharging: approximately 4 hours to reach at least 90% of total capacity.	Recharge time 8 hrs for 90% DOD	The requirement is being amended as under: **Time for recharging: approximately 8-9 hours to reach at least 90% of total capacity.**
16	Sr. No. 1.13 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 3 & 4) (page 39, 42 & 44)	Efficiency coefficient: approximately 98%, on battery >85%.	90% is the industry standard for overall efficiency. Kindly amend the same.	The requirement is being amended as under: **Efficiency coefficient: approximately 90%, on battery >85%.**

	Sr. No. 1.12 of 3.B. Technical Specifications – Specific **Requirements** of Section V – Schedule of Requirements (Schedule No.1; Item No.2) (page 40)			
17	Sr. No. 1.13 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1) (page 39)	Efficiency coefficient: approximately 98%, on battery >85%.	It should be overall efficiency should be upto 88%	The requirement is being amended as under: **Efficiency coefficient: approximately 90%, on battery >85%.**
18	Sr. No. 1.12 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.2) (page 40)	Efficiency coefficient: approximately 98%, on battery >85%.	It should be overall efficiency should be 85%	The requirement is being amended as under: **Efficiency coefficient: approximately 90%, on battery >85%.**

19	Sr. No. 1.13 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.4) (page 44)	Efficiency coefficient: approximately 98%, on battery >85%.	It should be overall efficiency should be 90%	The requirement is being amended as under: **Efficiency coefficient: approximately 90%, on battery >85%.**
20	Sr. No. 1.14 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 3 & 4) (page 39, 42 & 44) Sr. No. 1.13 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.2) (page 41)	Noise at 1 m distance <48 dBA.	52db is the industry standard. Kindly amend the same.	The requirement is being amended as under: **Noise at 1 m distance <55 dBA.**

21	Sr. No. 1.14 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.4) (page 44)	Noise at 1 m distance <48 dBA.	It should be <55 dB at 1-meter distance	The requirement is being amended as under: **Noise at 1 m distance <55 dBA.**
22	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No. 2) (page 41)	**Power consumption** Approximately 900 W	It should be 800 watts	There is no change in the requirement.
23	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No. 3) (page 42)	**Power consumption** Approximately 1500 W	It should be 2.4 KW	The requirement is being amended as under: **Power consumption Approximately 2400 W**

24	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No. 4) (page 44)	**Power consumption** Approximately 1500 W	It should be 4 KW	The requirement is being amended as under: **Power consumption Approximately 4000 W**
25	Sr. No. 2.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No. 3 & 4) (page 42 & 44)	**Power consumption** Approximately 1500 W	For Batteries calculation kindly confirm load to considered 1500 W or full load	Bidder to consider full load for any calculation of batteries
26	Sr. No. 2.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2 & 4) (page 39, 41 & 44)	Protection class (in accordance with EN 60529).	BIS is the standard and shall be asked. Kindly evaluate & accept the same.	The requirement is being amended as under: **Protection class (in accordance with EN 60529/ IEC 60529 or any Equivalent National/ International Standards**

27	Sr. No. 2.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2 & 4) (page 39, 41 & 44)	Designed not to interfere with circuit radio (in accordance with EN 55014).	BIS is the standard and shall be asked. Kindly evaluate & accept the same.	The requirement is being amended as under: **Designed not to interfere with circuit radio (in accordance withEN55014/EN62040-2/ or any Equivalent National/ International Standards**
28	Sr. No. 2.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1; Item No.1, 2. 3 & 4) (page 39, 40, 41 & 44)	Designed not to interfere with circuit radio (in accordance with EN 55014).	As per EMI/EMC standard EN 62040-2 / IEC 62040-3	The requirement is being amended as under: **Designed not to interfere with circuit radio (in accordance withEN55014/EN62040-2/ or any Equivalent National/ International Standards**
29	Sr. No. 1.1 of Section IV – Evaluation and Qualification Criteria (page 28)	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 Qualification Criteria and has been determined to be:	--	The sub-para c) is being added. The para sr. no. 1.1 may be read as under: The Purchaser shall use the criteria and methodologies listed in this Section to evaluate Bids. By applying the criteria and methodologies

		a) substantially responsive to the bidding document, and b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements 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. 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. Cost of Maintenance services for 2 years after expiry of warranty period: *such annual prices will also be added for comparison/ranking purpose for evaluation, wherever required. (as mentioned in*		the Purchaser shall determine the Most Advantageous Bid. This is the Bid that meets the Qualification Criteria and has been determined to be: a) substantially responsive to the bidding document; b) the lowest evaluated cost. with applicable warranty as specified in the section 3.A.Technical Specifications – General Requirements; **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**

		Section V-Schedule of Requirements)		**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.** 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. 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. Cost of Maintenance services for 2 years after expiry of warranty period: *such annual prices will also be added for comparison/ranking purpose for evaluation, wherever required. (as mentioned in Section V-Schedule of Requirements)*

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.***