



**Minutes of Pre-bid Meeting for Procurement of Equipment and Related Services for
TB laboratories across India
(Bid Ref No.: SAMSPL/20-21/ET/7, dated: 08/10/2020)**

Sch. No.	Description of Equipment	Quantity (Nos.)
1	Microliter centrifuge	58

The offline/in-person (physical) Pre-Bid Meeting was held at 1430 hrs. on 16/10/2020 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 1430 hrs. to 1500 hrs. on 16/10/2020. 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 15/10/2020.

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 Karthikeyen, Medical Officer
2. Ms. Madhu Agarwal, Procurement officer
3. Ms. Pooja Srivastava, Senior Bio Medical Engineer
4. Ms. Sikha Panda, Bio Medical Engineer

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

1. Mr. Randhir, M/s SARP-Biocare.
2. Mr. Vikas, M/s Remi Healthcare

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. The responses as appropriate have been given online during the 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 online and 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.

A handwritten signature in blue ink, appearing to read 'Satya Verma', is positioned above the typed name.

(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-7)

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	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	--	Since the Centrifuges will be used in Clinical Laboratories, we request you to add the following specifications and will provide additional advantages for end users in the laboratory with regards to regulatory compliance. We request you to include and revise the specifications and oblige.	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement.
2	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	--	1.The Centrifuge should be registered as an In-Vitro Device (IVD) in accordance with European standard 98/79/EC	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement. Bidders can offer product having additional Certificates.
3	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)	--	2.The Centrifuge should have adjustable braking speeds for optimal results	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement.



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	(page 37 & 38)			
4	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	--	3.The Centrifuge should have automatic cycle counter and digital logging of operating hours	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement.
5	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	--	4.The Centrifuge should have emergency stop feature	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement.
6	3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	--	5.The Centrifuge Rotor should be autoclavable for 20 minutes at 121°C, 15 PSI.	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under: "The response shall be provided in pre-bid minutes." There is no change in the requirement.
7	3.B. Technical Specifications – Specific	--	6.The Centrifuge should have adjustable end-of cycle alarms which can be independently turned on or off based on	The query was received through email as well as online and the response was provided during online pre-bid meeting, as under:



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	Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)		user preferences for the following: a)Lid opens b)Audible alarm (with adjustable volume level) c)Flashing visual indication on backlit display panel	“The response shall be provided in pre-bid minutes.” There is no change in the requirement.
8	Sr. No. 1.1 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Robust metal housing; compact design with chemical-resistant (coated) housing.	Suggested Specification: Robust metal housing; compact design to use with non-corrosive chemical-resistant (coated) housing.	There is no change in the requirement.
9	Sr. No. 1.2 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Easy-to-clean, smooth rotor chamber that is resistant to acids, alkaline, disinfectants used in the laboratory.	Suggested Specification: Easy-to-clean, smooth rotor chamber that is resistant to rust that is resistant non-corrosive disinfectant.	There is no change in the requirement.
10	Sr. No. 1.3 of 3.B. Technical Specifications – Specific Requirements of Section V –	Low access height (≤ 23 cm) and space-saving design (≤ 24 cm x 32 cm; W x D).	Only Low access Height is sufficient if you adhere to 23cms & 24x32 this specs of One Specific Co. Others manufacturer don't have exact same size, every manufacturer	The requirement is being amended as under: Low access height approx. (≤ 23 cm) and space-saving design approx. (≤ 24 cm x 32 cm; W x D).



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	Schedule of Requirements (Schedule No.1) (page 37)		has its own designed suited for Microlitre Centrifuge ; H may varies 17~25cms. likewise width 24~36cms & length 32~42 unless it qualifies with other Specs like capacity of rotor & RPM (Rcf) etc other main features By giving a little flexible sizes you can get more bids.	
11	Sr. No. 1.3 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Low access height (≤ 23 cm) and space-saving design (≤ 24 cm \times 32 cm; W \times D).	Remove Clause 1.3 as it favours one particular manufacturer. It should benchtop for 18 positions with 15000g force. You should not be strict about its size as every manufacturer has their own design	The requirement is being amended as under: Low access height approx. (≤ 23 cm) and space-saving design approx. (≤ 24 cm \times 32 cm; W \times D).
12	Sr. No. 1.5 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Standard rotor with a capacity of at least 18 positions; aerosol-tight (chemical-resistant coated); exchangeable.	We request you for a minor modification in the technical specification point No 1.5 i.e Standard rotor with a capacity of at least 18 positions may be modified to 12 positions. The standard capacity for 12 positions is available in very compact size centrifuges. The capacity of more than 12 positions is available in bigger models where there will be a cost escalation.	There is no change in the requirement.



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13	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Maximal relative centrifuge force: 15,000 G.	Suggested Specification: Maximal relative centrifuge force: 17,000 G.	There is no change in the requirement.
14	Sr. No. 1.7 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Maximal relative centrifuge force: 15,000 G.	Please confirm RPM also	There is no change in the requirement.
15	Sr. No. 1.9 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Automatic lid lock, starting with and during run of rotor.	Automatic opening at the end of run can be modified to Notification for process end. It is more important to indicate to user that process has ended rather than automatic opening of Lid, it may lead to disturbance of samples unknowingly by other technicians in the lab	There is no change in the requirement.
16	Sr. No. 1.9 of 3.B. Technical	Automatic lid lock, starting with and during run of rotor.	As per the industry or working module at the end of the run alarm is a better option	There is no change in the requirement.



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	Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)		because in case of automatic opening at the end, outer environment can contaminate the sample in case of in absence of user Suggestions for amendment: Automatic opening at the end of the run/alarm, By adding alarm option, many of bidders can participate as both the functions will resolve the purpose	
17	Sr. No. 2.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37)	Conform to electrical safety standards IEC 60601-1, UL 61010-1, EN 61010-1	Conform to Electrical safety standards IEC 60601-1, UL 61010-1, EN 61010-1 should be modified to Should be IEC 60601-1/ UL 61010-1/EN 61010-1 The Electrical safety standards mentioned are all similar. It can be either of the mentioned safety standards & not all three of them.	There is no change in the requirement. It is to clarify that Bidders can submit any one of the Certificate mentioned in the para
18	Sr. No. 2.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1)	Conform to electrical safety standards IEC 60601-1, UL 61010-1, EN 61010-1	UL certification is not available for Indian manufacturing; this is available in some of the countries only. Either of one certification should be considered UL 61010-1 OR EN 61010-1, so that Indian manufacturers can also participate as per the new notification from the Ministry of Trade and Finance under Atmanirbhar Bharat.	There is no change in the requirement. It is to clarify that Bidders can submit any one of the Certificate mentioned in the para



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	(page 37)			
19	Sr. No.2.4, 2.5 & 2.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 37 & 38)	Sr. No.2.4: Conform to electrical safety standards IEC 60601–1, UL 61010–1, EN 61010–1. Sr. No. 2.5: Protection class (in accordance with EN 60529). Sr. No.2.6: Designed not to interfere with circuit radio (in accordance with EN 55014).	Remove clauses 2.5 & 2.6: as these are favoring some Co's only. Clause 2.4 is sufficient	The requirement given in sr. no. 2.5 and 2.6 are being amended as under; Sr. No. 2.5 Protection class (in accordance with EN 60529/ IEC 60529 or any Equivalent National/International Standards Sr. No. 2.6 Designed not to interfere with circuit radio (in accordance with EN55014/EN62040-2/ or any Equivalent National/International Standards
20	Sr. No.2.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 38)	Designed not to interfere with circuit radio (in accordance with EN 55014).	Specification No 2.6 Designed not to interfere with circuit radio (in accordance with EN 55014). The standard is meant to ensure that the motor of centrifuge does not interfere with other equipment's of Lab. This standard may be removed as the required centrifuge is small compact centrifuge does not emit electromagnetic waves so that it can interfere with other equipment's.	The requirement is being amended as under: Designed not to interfere with circuit radio (in accordance with EN55014/EN62040-2/ or any Equivalent National/International Standards



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21	Sr. No.2.6 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 38)	Designed not to interfere with circuit radio (in accordance with EN 55014).	Please include IVD Certification, European CE Certification	The requirement is being amended as under: Designed not to interfere with circuit radio (in accordance with EN55014/EN62040-2/ or any Equivalent National/International Standards
22	Sr. No. 3.1.4 of 3.B. Technical Specifications – Specific Requirements of Section V – Schedule of Requirements (Schedule No.1) (page 38)	The equipment shall be manufactured at a site compliant with the requirements of ISO 13485 or an equivalent Quality Management System recognized by one of the Regulatory Authorities of the Founding Members of Global Harmonization Task Force (GHTF). The certificate to this effect should be submitted along with the bid.	Remove Clause 3.1.4 for GHTF only	The requirement as given in technical specification is minimum requirement and can't be changed. It is to clarify that GHTF (Global harmonization Task Force) is not a regulatory body of GFATM. Since, the procurement is funded by GFATM, we have to abide by quality standards as mandated by GFATM. For more details, please refer to the GFATM's Quality Assurance Policy for Diagnostic Products available at the link https://www.theglobalfund.org/media/5885/ps_m_gadiagnostics_policy_en.pdf?u=637319005499630000
23	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	--	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 the Purchaser shall determine



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		<p>is the Bid that meets the Qualification Criteria and has been determined to be:</p> <ul style="list-style-type: none"> 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 		<p>the Most Advantageous Bid. This is the Bid that meets the Qualification Criteria and has been determined to be:</p> <ul style="list-style-type: none"> 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 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.



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

***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.**