

Minutes of Pre-bid meeting held on 28/11/2013 at 14:00 hr at RITES office for Supply of HBV(Elisa) Test Kits against: IFB No. RITES/MSM/NACP/05/2013/REBID

1. The following were present:-

I) From RITES

S/Shri

R K Sharma, Sr.DGM/MSM – In Chair

M K Das, Manager/MSM

B N Meena, AM/MSM

Aniruddha Chatterjee, Eng(C)/MSM

II) Firms which attended the pre bid conference are as follows:

S. No.	Name of representative S/Shri	Name of Firm
1	J. K. Malhotra	M/s Transasia Biomedicals Ltd., New Delhi
2	Prasad Bhat	M/s Bhat Biotech (I) Pvt. Ltd., Delhi
	B. S. Rauthan	
3	Chander Prakash Kundra	M/s SD Biostandard Diagnostic Pvt. Ltd., Gurgaon
	Pragya Jain	

2. Initiating the discussion, chairperson welcomed the participants. It was explained that purpose of Pre-bid meet is to educate the bidders regarding various important provisions of the bidding documents and also to clarify any queries that the bidders may have in the subject bidding documents.

3. The issues raised during the pre bid meeting and clarifications are as under-

S. No.	Query Raised	Clarification
Section I. Instructions To Bidders		
1.	<p>ITB 30: Evaluation and Comparison of Bids:</p> <p>In the price schedule the total price is inclusive of Vat/Sales Tax which is different in different States. Due to this reason, sometimes the total price (inclusive of tax) of one company is higher than that of other company where the Vat is lower. Thus the position of L-1 may change, even if the base price is lesser of 1st company.</p> <p>In view of above, the participant opined that the quotation of the company whose base price (before tax/vat) is lesser should be considered to decide about L-1 position.</p>	Evaluation criteria given in the bid document is as per the guidelines of GFR 2005 of Government of India.
Section II. General Conditions Of Contract		
2.	<p>GCC 16: Payment:</p> <p>The participant has mentioned that the quoted price are very competitive for these tenders and hence 50% advance payment to the manufacturers should be made along with</p>	There will be no advance payment.

S. No.	Query Raised	Clarification
	confirmed supply order. This arrangement will bring into more bidder.	
3.	One of the participant has mentioned that it has been experienced by the manufacturers/traders that the payments against supply orders gets delayed due to very meagre reasons which is very painful. RITES can immediately make payment after receiving the invoices along with CRC/ARG and can take an Affidavit for any discrepancies	Suppliers' bills are processed as soon as these are received in this office. However, in case of any discrepancy in supporting documents, a back reference to the consignee is essential.
4.	It has been an experience that while making supplies to the designated centres, sometimes they do not accept goods on poor excuses like they have no storage spaces right now. Such conditions must be avoided and supply should be accepted.	The consignee will receive the consignments as per the delivery schedule.
Section III. Schedule of Requirements		
5.	<p>One of the participants has mentioned that they are unable to participate in majority of schedule due to tender clause of past performance wherein single completed contract of upto 170 lacs is desired.</p> <p>The participant requested to SPLIT schedules further into two halves each. This will enable more vendors like this firm to qualify tender terms and increase participation in tender.</p>	<p>The successfully executed one contract value has been revised.</p> <p>Please refer Amendment No. 1 for details.</p>
Section IV. Technical Specification		
6.	<p>Sr. No 2 Point No (ii) As Per Bid Technical Specification <i>“The cumulative time temperature indicator technology used should be pre-qualified by WHO”.</i></p> <p>Query: The Cold Chain being used by firm fulfills the Quality requirement i.e. “the maintenance of cold chain during storage & transport of the kits at 2-8 degree Celsius”. But the condition that time- temperature indicator technology used should be pre-qualified by WHO can become a monopolistic situation and can restrict its usage. This results in increase in prices and thereby having unfair competition.</p> <p>The participant has requested to remove the condition of “pre-qualified by WHO” and to make this BID more competitive.</p>	Not agreed
	<p>As Per Bid Technical Specification SN. (10) <i>“The assay should have analytical sensitivity of detecting ≤ 0.2 ng/ml”</i></p>	Not agreed

S. No.	Query Raised	Clarification
	<p>Query: One of the participants has mentioned that this condition restricts many companies from participating in tender. Also, difference of just 0.1 ng/ml does not make any significant improvement in the specifications & performance of the test but still it bars many companies offering high quality products to become a part of the tender process. Even WHO & the Premier Govt. Institutes like NIB, Noida (Ministry Health & Family Welfare) Govt. of India consider only sensitivity & specificity to be the crucial parameters for quality control evaluation of the kits.</p> <p>The participant has requested to either increase the analytical sensitivity to 0.3 ng/ml or put this condition in a range i.e. 0.1 to 0.5 ng/ml so that this bid can become more competitive and provide you with a wide scope of choice.</p>	

Meeting concluded with thanks to the participants for their active participation.