

MINISTRY OF HEALTH & FAMILY WELFARE
Government of India
Through

Materials System Management Division,
RITES OFFICE COMPLEX - II, ANNEX BUILDING, 4th Floor, Plot No.144, Sector
44, Gurgaon - 122003, Haryana, India

Minutes of Pre-Bid Conference

For

Procurement of LED Fluorescence & Binocular Microscopes.
through International Competitive Bidding (ICB)

Bid Ref. No: RITES/MSM/EPW/RNTCP/04/2013/WB

February 28th 2014 at 15:00 Hrs (Local Time)

1. Followings RITES officials were present during the pre-bid meeting

1. Mr.V.Sudhakara Rao, GM/MSM, RITES
2. Mr Manoj Kumar Das Manager/ MSM
3. Dr. Purnima, PE/RNTCP
4. Mr. P.V.Dutta, AM/MSM

Followings Firms' officials were present during the pre-bid meeting :

1. Mr. Manish Kathuria Manager, Sales M/s Carl Zeiss
2. Mr. S. Chakrabarti, GM, M/s Carl Zeiss
3. Mr. V. Dasu Babu, Divisional Manger, M/s Carl Zeiss
4. Mr. Rakesh Pandey Business Head, M/s Inkar Instruments (Motic)
5. Mr. S. Ghosh, Sales Manager, M/s Speed fair CO. Ltd. (Motic)
6. Mr Tapash Paul, Sales Manger, M/s Inkarp Instruments Pvt. Ltd (Motic)
7. Mr. Rakesh Pandey, Business Head M/s Inkarp Instruments Pvt. Ltd (Motic)
8. Mr. Sanjay Chowdhury, Sales Head, M/s Olympus opto system India Pvt. Ltd.
9. Mr. H. S. Ahuja, VP Technical, , M/s Olympus opto system India Pvt. Ltd
10. Mr. O. P. Gogia, Regional Manager, M/s Olympus opto system India Pvt. Ltd
11. Mr. Ranjit Choudhary, Sales Executive, M/s Towa Optics (INDIA) Pvt. Ltd.
12. Mr. Manav Batra, Executive Director, M/s Towa Optics (INDIA) Pvt. Ltd.
13. V. Bhargava, Director, M/s Bhargava International
14. Mr. Nitin Prakash, Institutional Manager, Medsource Ozone Biomedical Pvt. Ltd.
15. Mr. Sanjeev Sachdeva, Director, M/s Link Medical Systems
16. Mr. Akshay Bhat, Area Sales Manager, M/s DSS Imagetech Pvt. Ltd.
17. Mr. Anup Kumar, Liasion Incharge, M/s Svizera Labs Ltd.
18. Mr. Deepak Puri, Sales Manager, M/s N. K. Jain Instruments Pvt. Ltd.
19. Mr. Manish Anand, Zonal Manger, M/s Labotech Microscopes India PVt. Ltd.
20. Mr. Dipesh Kapoor, Manger Operations Marketing, M/s Labotron Instruments Pvt. Ltd.

2. Tender has been invited through ICB from all the eligible bidders.
3. Initiating the discussion, Mr. V.Sudhakara Rao, GM/MSM 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 regarding commercial or technical issues in the subject bidding documents.
4. Queries have been raised by the prospective bidders which are as follows:-

:

S No	Query	Comments
1.	<p>Query: - Bid submission by direct subsidiary of the manufacturer: M/s Carl Zeiss India (Bangalore) Pvt. Ltd. has asked confirmation that it, would not be considered as a local agent and the local agent related terms of the bid will not be applicable as it is a direct 100% Indian subsidiary of Carl Zeiss AG, Germany. & will be submitting the bid with due Manufacturer authorization form as per the bid conditions.</p>	<p>Conditions as per Bid document for Manufacturer bidder shall prevail. M/s Carl Zeiss India (Bangalore) Pvt. Ltd. will be considered "Non manufacturer" bidder and Carl Zeiss AG, Germany will be considered "manufacturer" and both have to meet respective qualification requirements"</p>
2.	<p>Query: Customs duty exemption certificate & authorization letter for customs clearance :-</p> <p>a) As per the clause 14.8(b) (i) & (c) (v), page no. 36 of the bid and clause GCC 17.1, page no. 132 of the bid document, the purchaser is responsible for providing exemption letter for Custom/Import duties. Please clarify if the importer is having full 100% customs duty exemption or is only eligible for concessional duty. If so specify and inform the exact percentage of customs duty applicable for "LED Fluorescence Microscope" to enable us to quote the customs duty accordingly in our bid.</p> <p>b) Please also confirm that in case of any change in the customs duty structure at the time of customs clearance, the Purchaser would pay the revised actual customs duty paid at the time of customs clearance.</p> <p>c) As the quantities tendered are very high (1500 Nos in Lot 1 and 1000 Nos in Lot 2). it may not be possible to ship all the quantities by air freight by a single flight and may have to be shipped in sequence with the available shipping volumes in the flights. Hence please clarify that the shipments can be consolidated at a Bonded Ware house for each lot and the purchaser would provide exemption letters for custom/import duties for each consignee as mentioned in the Schedule of requirements (Section VII) of bid documents.</p>	<p>a) Normally 100% customs duty exemption can be availed against WB funded projects, however exact Deemed Export benefits applicable has to be assessed by the bidders before quoting.(ITB clause : 14.8(a) of BDS).</p> <p>b) Benefit will be limited to applicable law in vogue and Deemed Export Declaration submitted with the bid. However, "RITES or MOHFW do not take any responsibility in connection with excise/custom duty exemption" Amendment 1 may also be perused.</p> <p>c) Only Single PAC/ Customs exemption certificate will be issued to the bidder on request, limited to Deemed Export Declaration submitted with the bid.</p>

	<p>d) As the consignees are spread over the country, we would like to import the microscopes through the nearest airports i.e. Delhi, Mumbai, Kolkata and Bangalore to cover the supplies to the North, west, East and South parts of the country respectively. Hence the total 2500Nos of microscopes import would be made at least in 6 lots over a period of 12 months from the date of Notification of Award.</p>	<p>d) As per bid condition bidder has to supply the material, CIP final destination at the consignee end as per SOR in the bid document. Supplies can be in appropriate smaller lots within the stipulated delivery schedule.</p>
<p>3.</p>	<p>Query: Inland Transportation and Delivery schedule:</p> <p>a) As the consignment would be cleared from customs at Delhi and Bangalore and would be transhipped to the ultimate consignees, please confirm that the purchaser would provide necessary documentation/certificate/declaration for interstate transportation of the microscopes. However the bidder shall take care of the cost of transportation and insurance as per the bid conditions.</p> <p>b) Please clarify that the Delivery period of 90 days would be considered from the date of award of contract to the date of shipment from factory only. Additional 30 days would be required to complete the customs clearance and onward inland transportation to various ultimate consignees as mentioned in the schedule of requirement. Accordingly the Liquidated damage clause is applicable for penalty calculation as per clause SCC/GCC 27.1, page no. 135 of the bid document. Further the firm has suggested the following Delivery Schedule:</p> <p>c) As per the tender schedule, the total quantity 2,500 Nos. of LED microscopes are to be supplied within 12 month time from the date of issue of Notification of Award. However, the quantity 1500Nos to be supplied within 90 days is too short and is not possible to meet this delivery period for such a high quantity. Although we are agreeable to complete the total quantity of 2,500 Nos to be supplied within 12 month time as per the bid schedule. we request you to consider the following delivery schedule break up which would enable us to meet the same.</p> <p>i) We shall supply the all 13 consignees of first Tranche, totaling the quantity of 1500 Nos. microscopes within 180 days from the date of issue of Notification of Award.</p> <p>ii) We shall supply the remaining 2 consignees of second Tranche, totaling the quantity of 1000 Nos. microscopes within another 180 days after completion of supply of first Tranche.</p> <p>iii) As such the total delivery time of all 2,500 Nos.</p>	<p>a) As per bid condition supplier has to supply the material CIP final destination at the consignee end. Necessary documents /certificates as applicable to be furnished by the purchaser for inter-state transportation will be provided on demand by the supplier.</p> <p>b) & c) i, ii, iii. Amendment-1 is attached.</p> <p>c). iv. L.D clause would be applicable to only delayed quantities of supply.</p>

	<p>would be the same as mentioned in the bid i.e. 12 months from the date of issue of Notification of Award.</p> <p>iv) In case of delay in delivery of part supply, please clarify that the L.D clause would be applied to the only remaining delayed quantity of supply and not to the complete ordered quantity.</p> <p>Please note that the quantities requested in the tender are very high and requires suitable delivery schedule to complete the supply. A revised delivery schedule is required to plan the inventory of raw material, production, testing and shipping. Moreover, as the supply need to be made to the ultimate consignees, we need additional time after importation for customs clearance and onward transportation. Hence we had to make the above request for revised delivery schedule, keeping the same total delivery time of 12 months as per the bid to complete the delivery of total quantity 2,500 Nos</p>	
<p>4.</p>	<p>Query: Inspection and Tests:</p> <p>a) Please note the required microscopes are produced as per the international certified standards and necessary quality and performance tests would be conducted at our manufacturing facility, details of which would be provided in the bidding documents. The consignment would also be provided a clear test and performance certificate to this extent. As such the inspection and test clause as per clause SCC/GCC26 may not be applicable. Also the third party test certificate may also not applicable. Please clarify and confirm.</p>	<p>Conditions as per bid document shall prevail.</p>
<p>5.</p>	<p>Query: Terms of Payment:</p> <p>a) As per the clause GCC/SCC 16.1 (A) (i), 80% of the contract price of the goods delivered to the consignee shall be paid within 60 days of submission of documents as specified in GCC clause 13.</p> <p>b) As the total requirement of microscope is of high number and has to be delivered to 15 consignees, please clarify and confirm the following:</p> <p>c) a) We plan to deliver the microscopes to each consignee and shall submit the documents for release of 80% payment. Please confirm that the 80% payment would be released within 60 days of submission of documentation for each consignee without waiting for completion of delivery of complete quantity.</p> <p>b) Please note that we shall complete the installation, demonstration and training etc such as related services as per the bid document, within 45 days of delivery of consignment to the ultimate consignee. In case there is a delay for completion of installation, demo and training due to the reasons entirely from the consignees</p>	<p>c). a). Suppliers can claim consignee wise part payments subject to submission of proper documents.</p>

	side, the balance 20% payment should be made within 90 days of delivery at consignees.	
6.	<p>Query: Financial capability for manufacturer Clause 3.1A stipulates that the bidder who are also the manufacturers, should have average annual sales turnover of minimum of three (3) times of the quoted value of the goods during the last five years to qualify for one schedule. To qualify for multiple schedules the turnover requirement shall be the sum of requirements against individual schedule. “It may be amended as average turnover of minimum of Rs. 10 crores during last five financial years.</p>	Amendment-1 is attached.
7.	<p>Query: Schedule of requirement Section VII Bid security for schedule no. 1 (LED Microscopes) is required Rs. 8,500,000.” It may please be amended as Two percent of the total value of bid.</p>	Amendment-1 is attached .
8.	<p>Query: Section VIII page 115 GCC 18.1 Performance Security: Within 28 days after the Supplier’s notification of award the supplier shall furnish performance security to the purchaser for an amount of 10% of the contract value. Valid up to 60 days after the date of completion of performance obligations including warrantee period. “It may please be amended as 5% of the total contract value.</p>	Conditions as per bid document shall prevail.
9.	<p>Query: Section IV page 73 (check list 5 C iii) Proof of Manufacturing and successfully completing at least one contract of similar products (Microscope) to the extent of at least 50 % of the quantity indicated against each schedule. “It may please be amended as Proof of Manufacturing and successfully completing 50 % of the quantity indicated (similar products microscopes) against each schedule, instead of one single contract.</p>	No change is considered.
10.	<p>Query: In technical specifications, we request that under clause “Marking and Identification” Screen printing may also be allowed in place of engraving on the objectives.</p>	No change is considered.
11.	<p>Query: Delivery period: Firm has raised a following query “big quantity of 2500 Fluorescence Microscope and 1500 Binocular Microscopes cannot be manufactured and delivered within the stipulated period of 90 days. As the reason for it is after receipt of the order the manufacturer, exports the microscope and after the goods land at Indian airport the Indian counter part of the manufacturer will get the consignment released after obtaining custom duty exemption certificate and has to deliver at 13 different destinations (for item No.1) and two different destinations for item No.2. The export and delivery is going to take almost one month. We therefore approach you with a request to increase the</p>	Same as in Point. 3 (b) above.

	<p>delivery period from 90 to 180 days so that the order can be executed in time.</p>	
<p>12.</p>	<p>Query: Payment terms for Sl.No.1 & 2:</p> <p>We will be importing the goods from foreign manufacturer and the foreign manufacturer will ship the goods under one shipping Invoice. As per the tender conditions, we will have to deliver to different 13 destinations (for item No.1) and two different destinations for item No.2 and obtain ultimate consignee certificate and raise our Bills accordingly. Therefore it will be difficult to remit the payment to Principals in one lot .</p> <p>The volume of the business will be very high and it is difficult for manufacturers to wait for their payment for more than two months (as it will take atleast one month from the date of dispatch to deliver the goods and CRC and submit the bills to RITES.</p> <p>We hereby request you to change the payment term 60 days L/C for 80% payment and balance payment after installation of the equipment.</p>	<p align="center">Conditions as per bid document shall prevail.</p>
<p>13.</p>	<p>Query :</p> <p>.3: Qualification (ITB: 36) 3.1 Post qualification</p> <p>Requirements as per (ITB 36.1) page 47 of 149 (A) If Bidder is Manufacturer:(i) Financial Capability</p> <p>The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):</p> <p>a) The bidder who are also the manufacturers, should have average annual sales turnover of minimum of three (3) times the quoted value of the Goods during the last five years to qualify for one schedule. To qualify for multiple schedules the turnover requirement shall be the sum of requirements against individual schedule.</p> <p>Whereas the firm has requested for the following: “ Our Company is a Joint Venture Company with a Joint Venture with Olympus Corporation Japan and we are one of the largest manufacturers in India with a history of over 50 years as well as amongst the highest turnover amongst microscope manufacturers in India.</p> <p>Based on the Bid Security requirement of Rs. 85,00,000/- for Schedule I, the budgeted bid value of the contract works out to Rs.</p>	<p align="center">Same as in Point. 6 above.</p>

	<p>17,00,00,000/- (assuming the Bid Security is @ 5% of the budgeted value).</p> <p>To the best of our knowledge, the turnover criteria of 3 times bid value disqualifies all Indian microscope manufacturers. Thus the commercial criteria for Schedule I are biased against Indian manufacturers and definitely need to be modified to "average annual sales turnover of minimum of one (1) times the quoted value" of the Goods during the last five years.</p>	
<p>14.</p>	<p>Query: 3: Qualification (ITB: 36) 3.1 Post qualification Post qualification Requirements (ITB 36.1) (Page 48 of 149) (A} If Bidder is Manufacturer:(ii) Experience and Technical Capacity The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s): The bidder should have successfully completed or substantially completed within the period of last five years at least one Contract of similar products (Microscopes) to the extent of at least 50% of the quantity indicated against each schedule under "Section -VII , Schedule of Requirements" in any one of the last five calendar years. Our Request: To the best of our knowledge, for Schedule I there is no Company having a single order for 50% of the bid quantity. Therefore this criteria needs to be revised to 25% of bid quantity from a combination of orders rather than one single order because even globally there have been very few orders for the items of Schedule I. Therefore, to widen the participation in the tender the criteria needs to be changed as mentioned above.</p>	<p>Same as in Point. 9 above.</p>
<p>15.</p>	<p>Query: Technical specification of LED Microscope section VII Schedule of requirement Pg 88 of 149: Nose piece Backward tilted revolving nose piece to accommodate at least 4 objectives, any ports not covered by an objective should be closed with dust proof metallic or hard plastic screw caps. Our Request: The technical specifications should be changed to backward/outward nosepiece instead of backward tilted nosepiece for widening the participation of local Indian manufacturers. Backward tilted nosepiece does not give any functional advantage to the user for this application.</p>	<p>Amendment -1 is attached.</p>
<p>16.</p>	<p>Query: Technical specification of LED & Binocular microscope Pg</p>	<p>No change is considered.</p>

	<p>87, 88 ,91& 92 of 149 : Marking and identification & Pages 87, 88, 91,92 of 149) The word "engraved" should be changed to "screen printed".</p>	
17.	<p>Query: Focusing knob Pg 89& 93 Of 149 :The specification of fine focusing knob movement sensitivity is vastly different for Schedule I and Schedule II items, for which there seems to be no logic as both the microscopes are of similar class and application. Sensitivity asked for in Schedule II is of 2 micron I 200 micron per rotation and for Schedule I is at 500 micron per rotation This needs to be normalised and the specifications should read as "up to 300 micron per rotation" for both Schedule I as well as Schedule II. 99% of the microscopes worldwide are in the category up to 300 microns per rotation as 300 micron/rotation gives finer focusing of image as compared to 500 micron/rotation. This results in a sharper image quality.</p>	<p>Amendment -1 is attached.</p>
18.	<p>Query: Demo clause: While the specifications outline the type of microscope required by the buyer, the real quality and performance can be judged only by usage. Therefore a product demonstration clause should be added in the tender document.</p>	<p>No change is considered. Amendment -1 attached, may also be perused.</p>
19.	<p>Query: Each bidder should furnish a publication/ validation of the equipment being offered in schedule-1 from any reputed institute or research lab focusing on tuberculosis.</p>	<p>Amendment-1 is attached.</p>
20.	<p>Query: Average Annual turnover 3.1 Post Qualification requirements (ITB 36.1) There is a big difference (nearly 11 times) in the bid security between schedule 1 & schedule II items. Accordingly there would be a similar difference in the bid values of the items in these schedules. Therefore, applying the same qualification criteria on the turnover of the bidder for both the schedules is not logical and different criteria should be applicable, keeping in mind the vastly different estimated bid values. Therefore the criteria should read as under For Schedule 1 "Average annual sales turnover of minimum of one (1) times the quoted value". For Schedule II "average annual sales turnover of minimum of three(3) times the quoted value"</p>	<p>Same as in Point. 6 above.</p>

<p>21.</p>	<p>Query: Experience and Technical capacity (page 47 to 49 of 149) The bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s): the bidder should have successfully completed or substantially completed within the period of last five years at least one contract of similar products (Microscopes) to the extent of at least 50 % of the quantity indicated against each schedule under “Section VII. Firm has Requested to clarify that a copy of a single order of Microscopes without the fluorescence attachment would be acceptable in this regard.</p>	<p>The requirement calls for similar products which could be any microscope.</p>
<p>22.</p>	<p>Query: Focusing knob (Pg 89 & 93 of 149) Fine focusing: 500 Micron fine focus is very high for this category of microscopes and seems to be the specification of a particular brand. Most microscopes in this category have this specification as 200-300 micron fine focus. Even the microscopes asked for in schedule II of the same bid have this specification as 200 micron fine focus. Therefore this specification needs to be suitably amended in schedule I.</p>	<p>Same as in Point. 17 above.</p>
<p>23.</p>	<p>Query: Marking and identification (Pg 87, 88, 91, 92 of 149) The word screen print needs to be substituted instead of engraved.</p>	<p>Same as in Point. 16 above.</p>

RITES Ltd.