

Minutes of Pre-bid meeting for Procurement of HIV (RAPID) 1ST, 2ND & 3RD ANTIGEN AND WHOLE BLOOD FINGER PRICK TEST KITS against: IFB No. RITES/MSM/NACP/06/2015 held on 03/11/2015 at 14:00 hr at RITES office.

1. The following were present:-

I) From RITES
S/Shri

Prakash Mirani, GM/MSM – In Chair
Manoj Kumar Das, Manger/MSM
B. N. Meena, AM/MSM

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

S. No.	Name of representative S/Shri	Name of Firm
1	Samir Sinha	M/s Arkray Healthcare Pvt. Ltd., Surat
2	J. K. Malhotra	M/s Transasia Biomedicals Ltd., New Delhi
3	Pramod Sharma	M/s Alere Medical Pvt. Ltd., Gurgaon
4	Rajnish Roy	M/s Meril Diagnostics Pvt. Ltd., Mumbai
5	Subhash Kanti	

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.	One of the prospective bidder has requested to amend the ITB clause 6.1.1(c) – which states that the bidder should have at least two years of manufacturing and marketing experience of the particular item as manufacturer. They have requested to keep it up to 18 months instead of 24 months. An amendment in this clause will allow their firm to participate in this tender which will improve the competition and will offer the best quality products with very economical pricing.	There will be no change in this clause.
2.	One of the prospective bidder has mentioned that they are the largest manufacturer of medical devices in India and operates in different segments like cardio vascular, orthopedic, endosurgery and diagnostics. Can they consider medical devices like cardio vascular stents and diagnostics instruments like biochemistry & hematology analyzers for calculating the minimum value of completed contract?	The comparable product as per the bid document is “Diagnostic kits”. Therefore, medical devices and instruments cannot be accepted as comparable products for the purpose of ITB Clause 6.1.1(e)(i).
3.	One of the prospective bidder has requested that the minimum value of completed contract be reduced to Rs. 7 million in schedules XIII to XVI instead of Rs. 20 million.	The requirement of minimum value of completed contract has been amended. Please refer Amendment No.3.
Section III. Schedule of Requirements		
4.	One of the prospective bidder has mentioned that as per their past experience, they have observed that there is insufficient Storage facility to accommodate HIV Rapid Test kits at District Warehouse of State and due to the same material has to kept on hold with supplier. The bidder has requested to review the facility of District	Based on schedule date of delivery, NACO will coordinate with States to ensure that sufficient space is available.

S. No.	Query Raised	Clarification
	Warehouse or to keep single point delivery at each State.	
5.	There should be Single Delivery Location in the following states like Maharashtra, Karnataka, Madhya Pradesh & Andhra Pradesh as these consignee's Districts Warehouses do not have the spaces to keep the material because of which supplier is facing problem while delivery of material to these district locations.	It will remain same as the quantity is very huge.
6.	If there is any amendment/Relocations required by the consignee due to some Space/ Cold Storage Issues/any other reasons, it should be taken on priority and resolved at the earliest.	NACO has agreed for the same.
Section IV. Technical Specifications		
7.	<p>As per the SN. 2 of "II Terms and Conditions" of Technical Specification "The supplier/ local agent should have the facility to store kits at 2-8^oC. The cumulative time temperature indicator technology used should be pre qualified by WHO."</p> <p>One of the prospective bidder has mentioned that the Cold Chain being used by their company fulfills the Quality requirement i.e. "the maintenance of cold chain during storage & transport the kits at 2-8^oC". But the condition that time temperature indicator technology used should be prequalified by WHO can become a monopolistic situation and can restrict its usage. This results in increased prices and thereby having unfair competition. Hence, they requested to remove the condition of "prequalified by WHO" so as to make this Bid more competitive.</p>	There will be no change in this clause.
8.	As per the NOA Contracts CRC has to be issued in 21 days from the acceptance of the material in their warehouses, but consignees do not issues the same which delays the payment. NACO should ensure timely release of CRC.	NACO has agreed for the same.

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