Minutes of Pre-bid meeting held on 24/06/2014 at 14:00 hr at RITES office for Supply of CD4 Enumeration Machines against: IFB No. RITES/MSM/NACP/05/2014

1. The following were present:-

I) From RITES
S/Shri
R K Sharma, JGM/MSM
M K Das, Manager/MSM
B. N. Meena, AM/MSM

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

S. No.	Name of representative S/Shri	Name of Firm
1	Dharmendra Tripathi	M/s Becton Dickinson India Pvt. Ltd., Gurgaon
	Pooja Narang	
	Arun Prakash	
2	Subrata Halder	M/s Beckman Coulter India Pvt. Ltd., Mumbai
	Sakshi Paul	
3	Amardeep	M/s Partec Private Limited, New Delhi
	Rohit Chakravorty	
4	Sudeep Mukharjee	M/s Avantor Perfomance India Ltd.
5	Balaji	M/s PPL

Query submitted through mail by M/s Alere.

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.	With reference to Page no. 31. ITB 13.1 "*Alternative Bids **shall not be** considered. The bidder should not submit more than one bid for any Schedule.*" Query: Please confirm whether the bidder can quote for only one model in this tender and no other bidder is allowed to quote from the same manufacturer.	Two bids of same manufacturer are not permissible.
2.	Custom Duty Component will not be constant as it will vary depending upon the forex.(for imported goods), will Customs Duty be considered for the final calculations of the price.	Duties are Exempted. Moreover, as per clause ITB 34.5, duties will not be taken in to account during evaluation.
	Section III: Evaluation and Qualification Criteria	
3.	This is regarding the total average volume of reagents mentioned in the tender (as under): Kindly confirm if these reagents are exclusively for the New 45 Sites for which tender has been floated. Since the	Numbers of tests have been worked out based on volume of PLHIV at ART Centers where these machines are proposed to be installed.

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	sites mentioned are predominantly link centers which are sending samples to already existing sites, it is expected the total reagents volume per year will be much less.	
4.	With reference to ITB Clause 34.6(e) (2.1 (e)) (page 40-41) a pack size for both CD4 absolute counts & CD4% Count, one prospective bidder mentioned that they have pack size of 300 only which will not match with pack size of 250/500/1000/2000 as mentioned in bid document. Is that acceptable? If yes, then evaluation be done on the basis of unit price of each test rather than pack size of 1000.	Pack size of **250/300** is acceptable but Net present value of Cost of Reagents & Kits for pack size of 1000 tests for CD4 absolute count as quoted by the bidder will be added to the bid price for evaluation and will be calculated at a discount rate of 10 % per year. **Please refer Amendment No. 6**
5.	With reference to page no. 40 & 41 ITB Clause 34.6(e) (2.1 (e)) "*The CD4 machine should have the facility for both CD4 absolute count and CD4 percentage count. Bidders are required to quote for Reagents & Kits….*" "*Net present value of Cost of Reagents & Kits for pack size of 1000 tests for CD4 Absolute count as quoted by the bidder will be added to the bid price for evaluation and will be calculated at a discount rate of 10% per year.*" Query: As per the above statement and the technical specification the user has asked for a machine with facility for both CD4 absolute count and CD4 percentage count. Hence it is requested to kindly consider bid price of CD4 absolute count and CD4 percentage count for the evaluation as CD4 percentage count is extremely important for monitoring pediatric patients.	Specification for regents includes both CD4 absolute count & CD4 percentage. CD4 absolute counts are to be considered for evaluation of price as pre bid document.
6.	Another bidder mentioned that only CD4 absolute count kits are to be quoted in the tender for reagents. Kindly confirm.	Price for both has to be quoted. i.e. for CD4 absolute count and CD4 percentage count. The quantity of percentage count kits may be around 3% of the total quantity. **Please refer Amendment No. 6**
7.	With reference to page no. 43. Clause (A)(b)(ix) states "Service centers should be available in all the states where consignees are located. The bidder should furnish a list of service centers along with complete addresses and contact numbers." Query: Since it is very difficult for any company to have a service center in all the states where consignees are located. So it is requested to please consider the availability of the service person in the consignee state or they should provide support from the nearby states.	This is acceptable. Services person may be available in the consignee state or they should provide support from nearby states.
8.	As per heading 3.1 Post qualification Requirements (ITB 36.1) ,subheading A) for Manufacturer Bidders, Para no.(b) Experience and Technical Capacity: It is stated that:	The clause is self-explanatory. As per this clause, this experience is required for the manufacturer and any of the world wide ,,supply and installation' done in **any one** of the

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	"*The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s):* *(i) The bidder must have supplied and provided after sales services satisfactorily the specific Good to the extent of at least 80% of the quantity indicated against the schedule under "Section-VI: Schedule of Requirements" in any one of the last five calendar years.*" With regard to this please clarify the following: i) for a bidder, who is 100% direct Indian subsidiary of international manufacturer having installation worldwide, do this term implies that bidder can quote for any of the worldwide installation equal to 80% of the quantity indicated against the schedule under Section VI: Schedule of Requirements in any one of the last five calendar years, or the installations has to be from India only. ii) Can these installations equal to 80% of the quantity indicated against the schedule under Section VI: Schedule of Requirements should be done in (spread in) recent 5 years and not in single calendar year.	last five calendar years will be considered against this criteria. The details of experience of supply and installation by Indian subsidiary on its own should also be submitted separately.
9.	A bidder, who is a direct subsidiary of international manufacturer in India, does the bidder need to submit both a) Certificate of incorporation of Manufacturer b) Certificate of incorporation of Bidder (who is direct subsidiary of international manufacturer)	Yes, both manufacture & subsidiary are required to submit Certificate of Incorporation.
10.	Please clarify what kind of Bankers certificate a bidder, has to submit and whether there is any specific format for the same.	This is a certificate issued by the bidder's banker about financial credibility of bidder. There is no specific format for Bankers certificate.
11.	A bidder, who is direct subsidiary of international manufacturer in India, and who is submitting all the required financial details of registered company in India need to submit following also : Name, address, PAN and Income Tax details(ward/circle where they are being assessed) of the Directors of the Bidding Company.	These information are required from Indian subsidiary.
	Section IV: Bidding Forms	
12.	With reference to page no. 54. Price schedule 4(a): Line item no. 8. Price per line item for inland transportation and other services required in the Purchaser's country to convey the Goods to their final destination specified in BDS. Query: The column no. 7 of the price schedule of 4(a) requires quoting the CIP price up to final destination so, do they need to fill the column no. 8 i.e. "Price for inland transportation and other services required in the Purchaser's country to convey the goods to the final destination".	ITB Clause 14.8 (b)(ii) has been deleted in Bid Data Sheet. Therefore, no information is required to be filled in column no. 8.

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	Section VII. 1. Schedule of Requirements	
13.	Supply time as mentioned is 90 days, and additional period of 30 days is allocated for incidental services which includes installation etc. Any delays from the sites in confirming the site readiness should be excluded from this. (Page 76)	NACO will ensure that all sites are ready before placement of contract. However, in case any site is not ready, the supplier should promptly inform RITES and NACO for further necessary action.
	Section VII. 3. Technical Specifications	
14.	One prospective bidder has mentioned that they would like to bring following for kind attention based on their in depth knowledge on overall Cytometry and Flowcytometry. They believe that these may help purchaser to select not only best product but to prevent non-Flowcytometry Cd4 point of care technique to enter in the bidding system and to win the bid defeating the patient's interest. They understand that purchaser kept the specification simple so that maximum number of companies can participate. However, as purchaser mentioned „Cytometry' and not „Flowcytometry' the point of care strip based cheap instruments can be qualified (with excuse that anything measuring cells is Cytometry) Though everyone understand that the strip based system's result are inconsistence, inaccurate but bid document specification does not have the accuracy, reproducibility etc. which can prevent the poor systems. Though the strip based systems are unreliable and having low throughput but bid document specification did not say anything about throughput. Strip based systems also use fluorescence dyes so they will technically be qualified. Also as operator has to handle HIV blood it is advisable to use Loader (at least 20 carousal so that all companies can qualify) and biosafety containment. As such they request to add following so that quality Flowcytometers only of all companies can only qualify. 1. Instrument should be based on Flowcell based Flowcytometry system. 2. Should be IVD approved 3. Should have throughput of at least 25 samples per hour. Reason- will allow maximum no of release patient reports /results in less time. Reduce waiting of patient. Less expensive fr manpower	The specification says fluorescence based Cytometry; this explain the principle Advice to use loader as part of specs not accepted. 1. Request to add Flowcell based Cytometry is acceptable 2. Should be IVD/US FDA/CE approved. accepted 3. Not acceptable

S. No.	Query Raised	Clarification
	and infrastructure. 4. Automated sample loading system with minimal 20 tube carousal. Reason- No risk of HIV sample handling for staff. 5. Minimal 30 installations in India of quoted model. Reason- will allow only reliable tested systems to participate. 6. System should have capacity to store at least 10000 sample/ 6 months data in internal memory as authentic FCS data file Reason- this will allow recheck of any result in case require for repetition, confusion and legal purpose. **All modern Flowcytometers of all companies have all the above facilities.**	4. Not acceptable 5. Not acceptable 6. Suggestion not acceptable. instead, instrument should have facility to transfer data to computer [13(6)] **Please refer Amendment No. 6**
15.	SN. 1 states "The working principle shall be single platform fluorescence based Cytometry" Query: Does this mean Flow Cytometry technology ·platform? A line of confirmation is requested.	Confirmed. Yes.
16.	SN. 4 states "*The manufacturer should provide printer compatible with the system*" Query: If the instrument has in built printer then the supplier need not provide extra printer. Please confirm.	Yes
17.	One of the prospective bidder suggested that since the CD4 instruments will be used for HIV monitoring, the instrument and the reagents/kits supplied should be CE-IVD approved. A line of confirmation is requested.	IVD-CE or US FDA approved, Confirmed. **Please refer Amendment No. 6**
18.	A Minimum Through-put of samples should be mentioned. (25 or more samples per day- as per the average reagents per year mentioned in the tender)	Not acceptable
19.	Although specs mentions florescence based Cytometer, it should mention "Flow cell based-flow Cytometer" in the specs	Accepted
20.	To bring ease of use to the technician, the tender specifications should mention: "Data analysis should be automated without requiring any manual intervention". Kindly incorporate this to the tender.	Automated data analysis provision is already mentioned in the technical specification at SN.3.
21.	With reference to WHO guideline, it is requested for amendment of the technical specification and make CD4 percentage testing as optional requirement.	The guidelines quoted/ provided by the prospective bidder are for adults & adolescents. For children percentage CD4 count is recommended.
	Section IX. Special Conditions Of Contract	
22.	Warranty mentioned in the tender is 12 months in GCC and 60 months in SCC, which term should prevail. (page 112)	The provision mentioned in SCC shall prevail over respective provisions in GCC.

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		Please read Warranty clause GCC 28.3 along with SCC, the SCC clause is reproduced below: "*In partial modification of the provisions, the warranty period shall remain valid no less than* ***60 months*** *from date of satisfactory installation of equipments. The Supplier shall, in addition, comply with the performance and/or consumption guarantees specified under the Contract…..*"
23.	For any delay in inspection by your appointed agency, the organization will be given due extension for the same no of days.	Any inordinate delay on part of inspection agency will be considered for extension of delivery period.

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