

Registration Excise and Prohibition Department

Vikash Bhawan, New Secretariat,

Bailey Road, Patna-01

Tender No: Excise/XBSS-2016/02 dated 9th June 2016

Replies to pre-bid queries of the bidders as per the pre-bid meeting held on 17th May 2016

S. No.	Name of the Bidder	RFP Document Reference(s) (Section & Page Number(s))	RFP Document Section (s)	Content of RFP requiring Clarification(s)	Points of clarification	Replies
1	Godrej & Boyce Mfg Co. Ltd	Section No. 7.1 (Pre Qualification Criteria) Page Number 14	Section No. 7.1 Sub section No. 4	a. The tenderer or its OEM should have a proven track record of having supplied at least 14 X-Ray based baggage scanning systems of capability required in the tender or better systems of similar type in the last five years (from 1st April 2010 to 31st March 2015) b. OEM or SI must be maintaining 14 machines in India for last five years. c. Satisfactory after Sales services certificates must be enclosed from minimum 14 Machine for Last five years in India	According to PQC for nos. sold/maintaining/after sales service should be considered for the bidder only,even establishments like AAI do stress on the same.	Not Accepted

2	L-3 Communications- Security & Detection Systems	General Query	General Query	General Query	1. We see all the commercial transaction within the scope of this tender to be in Indian Rupees only. Since the tender is a global RFP, option should be provided to bid in US Dollars as well.	Bids can be accepted in US Dollars, provided currency conversion into rupees at all the stages of payments to be done at a predecided exchange rate, mentioned by the bidder.
3	L-3 Communications- Security & Detection Systems	General Query	General Query	General Query	2. Amount related to Bank Guarantee is not mentioned. Please clarify the amount.	1. As mentioned in Section 6.2.3, a, Bidders shall submit, along with their Bids, EMD of INR 20 Lakhs only in the form of a Demand Draft OR Bank Guarantee (in the format specified in Annexure I: Form 3) issued by any Scheduled bank in favour of Bihar State Beverages Corporation Limited, payable at Patna, and should be valid for 180 days from the due date of the tender / RFP. 2. EMD of all unsuccessful bidders would be refunded by the department within 30 days of the bidder being notified as being unsuccessful. The EMD, for the amount mentioned above, of successful bidder would be

4	ECIL Rapisan Ltd.	Section No. 4 Technical Specification Page No. 5	Sub Section Physical Specifications Point No. 3	Physical Specifications 3.3. Conveyor Height (mm): 300 or more.	The 300mm conveyor height being a low bed, the performance of the machine tend to get effected due to rodent infection and possibility of dust/ water and other vermines entering through the tunnel. The requirement being for railway stations,the Indian Railways, to whom we have been supplying machines (model RAP 627XR),only prefer to have high belt conveyor,which is as per the RDSO specification, being followed by Indian Railway. Attached the type Approval from RDSO for such machines,wherein high bed conveyor of 800mm and above have been approved.	Not Accepted
5	Aryacom	Technical Specification - Page No. 4	Regulatory Approvals - Point No. 2	Certification: Machine to have certification to be installed at all places including Police, Paramilitary, Defence, Railway & Airports.	1. These organisations does't give any kind of certification. Hence this clause should be deleted as you have already asked for the same in pre qualification Criteria. 2. Moreover only proof of supply and Installtion should be asked from Police or Paramilitary or Defence or railway or Airports.	Work orders from such organisations of the respective machines shall be considered.

6	Aryacom	Payment - Page No. 6	Point No. 1 and 2	<p>1. Upon Delivery, Installation and Commissioning - 80% of the contract value 2. Warranty and Maintenance for 5 years. (Quarterly Payment in 20 equal instalments -20% of the contract value</p>	<p>It is very difficult to manage in this kind of payment terms as it will become a financial burden and bidders will be forced to load the price accordingly. Hence you are requested to ammend the payment terms as 1. Upon Delivery, Installation and Commissioning - 100% of the contract Value. 2. Performance Bank Gurranttee of 10% of the contract value valid till completion of one year of Warranty and Maintenance. This is also the standard payment terms of Govt. tenders.</p>	<p>Relaxation provided, caluse mentioned modified as below- Upon Delivery, Installation and Commissioning - 90% of the contract value 2. Warranty and Maintenance for 5 years. (Quarterly Payment in 20 equal instalments -10% of the contract value</p>
7	Aryacom	Schedule Bid Process - Page No. 2	Project Completion Period - Page No. 2	<p>The project duration is five (5) years and 2 Months from the date of contract signing, out of which 2 Months will be the Implementation period (Delivery, Installation and Commissioning) and rest will be Operations and Maintenance Period. It may be extendable up to a further one year as per requirements.</p>	<p>2 Months is very less period for Delivery, Installation and Commissioning of XBIS. Hence you are requested to give us at least 4 months for the same.</p>	<p>Not Accepted</p>

8	Aryacom	Additional Clause			In order to Promote Indegineous Products we strongly recommend price preference should be given as per govt. guidlines to Bidder/ OEM who fall in the category of SSI / MSME. A Registration certificate of OEM issued by NSIC shall have to be enclosed along with the tender, for this purpose.	Accepted as per the Govt. regulations, respective certificates to be provided by the bidder. Bidder must also submit at least one case where such price preference for SSI/MSME is provided.
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