

CHENNAI METRO RAIL LIMITED
Pre Bid Meeting Queries & Response



Tender No: CMRL/T&A/002/2016(Supply, Installation, Testing, Commissioning & maintenance of X-ray Baggage Scanner) Date: 20.12.2016, 11.00Hrs Place: CMRL Admin Building, Room No.3				
S.NO.	Page No. /Clause No.	Clause Description	Query/Suggestion	Remarks
1.	Page-6 (3.1)	The foreign tenderer shall include in his offer the name of the person /firm who will be acting as his representative in India in respect of his offer. He shall also indicate the after sales service facilities through his representative in India.	Indian representative in India to have after sales services facility for the same OEM for a minimum period of three years in India & in Chennai & company to provide Name of service engineers employed for X Ray Baggage Scanners with Mobile no & company E-mail id for Chennai as well as for India.	No Change
2	Page-7- (vi)	Certificates /documents indicating for Past performance of last 3 years.	We strongly recommend asking for minimum 100 different users certificate/documents indicating for past performance of last 3 years to ascertain their after sale services credential/ past performance.	No change
3	Page -7 (f)	Manufacturer has established quality control system to monitor quality check at all stages of the manufacturing process (Certificates like ISO or CE or EUR 1 complied are to be attached).	We strongly recommend for some international certifications for Hardware & software of X Ray Baggage Scanners like- USFDA and TSA approved as Metro Rail has similar threat and even more than Airports as it carries uncertified / unknown travellers.	No Change
4	Page-8 (4.2-b)	Details of experience of installation and maintenance of the items in India and certificate from user of having satisfactory performance of the items offered to be enclosed.	We strongly recommend asking for minimum 100 different user's certificates/documents indicating for past performance of last 3 Years or more to ascertain their after sales services credential/ past performances.	No Change

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5	Page-8 (5.1)	The Earnest Money Deposit shall be only in the forms as mentioned below: Demand Draft for Rs. 2,24,000	In addition to DD, EMD can also be deposited in the form of Bank Guarantee.	No Change
6	Page-10- (8.2)	In case of imported equipment, the successful bidder need to get the required waiver Certificates/documents, if any from the purchaser well in advance. All such benefits arising on ground of waiver of various tax components must be passed to the purchaser.	This may please be clarified.	Clause is self-explanatory
7	Page-10-(9)	In case, if any site is not ready for installation, bidder should make arrangement for temporary storage in Chennai for a period of 90 days and take necessary action for Safeguarding against all possible measures. No additional amount will be paid towards the same	In case of non-readiness of site, only the Purchase Order/Letter of Intent is issued and once the site is ready, only then the Supply Order be issued giving sufficient time to deliver the material at site.	No Change
8	Page-11(10.2)	Opening of Financial Bid	We request the decision maker to ask for Technical Demonstration of equipment before price bid opening to evaluate offered specification as some of the OEM's have failed to demonstrate the features asked in Tenders specially penetration.	No Change
9	Page-33- 5	HARDWARE REQUIREMENT- of (iii) (i) Tank Voltage- 180 kV with operating at 160 kV	Please refer to attached specification of DGS&D which was framed with consultation of leading X Ray Baggage Scanners OEM that clearly says that to achieve a certain penetration Tank Voltage capacity has to be higher from operating Voltage to achieve certain penetration.	No Change

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10			Offer on lease basis for 7 Years- We request you to ask for lease basis offer for 7 Years or you can ask for both lease basis along with outright purchase so that you can choose best offer . Department can save capital cost and can pay as per its usage and in case the after sales services are not satisfactory it can terminate services and does not have to wait for 7-10 years to change the vendor.	No Change
11			Last but not the least we would strongly recommend for compulsory DGS&D Enlistment for Imported store as per Government of India Notification Rule no-143 that defines relationship between OEM and its Indian agent and ensures that the material is delivered by Indian agents from legal source. (Please refer BMRCL-Tender).	No Change
12	Ref Page No. 6, Page no. 7, 4.1, Page No. 9, 6.5.4, Page no. 23, 3.1	<p>Ref Page No. 6, B-INSTRUCTIONS TO TENDERERS, Clause 1.1 that reads as “Joint General Manager (S & Trng) on behalf of CMRL invites tenders from certified, established and reliable manufacturers for the supply of X-Ray baggage scanner equipment as set forth in the "Schedule of Requirements”.</p> <p>Ref Page no. 7, 4.1 a reads as Either Bidder himself should be licensed manufacturer who regularly manufactures the items offered.</p>	As per the clauses referred above, the tender allows submission of bid either by the manufacturer or its authorized representative with due authorization from the manufacturer (Annexure – 4). Hence, we feel Page No. 6, B-INSTRUCTIONS TO TENDERERS, Clause 1.1, had missed mentioning the authorized representative’s option and we request for correction of the same, to avoid inconsistency.	Refer Corrigendum-1

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		<p>or</p> <p>The firm he is representing should be licensed manufacturer who regularly manufactures the items offered.</p> <p>Page No. 9, 6.5.4 that reads as Offers are required from the actual manufacturers of the equipment or Indian representatives in case of foreign manufacturer, who should submit a letter of authority from their Principals as in Annexure-4.</p> <p>Page no. 23, 3.1 that reads as The Principal Manufacturer of X-RAY Baggage Screening System or its authorized representatives in India is only eligible to quote for the tender. The manufacturer of the X-RAY Baggage Screening System should also have their office in India. The principal manufacturer or its authorized representative in India should have their own service centre. The relevant supportive documents shall be submitted along with the tender offer.</p>		
13	Page no. 7 4.1 b, c & d	<p>b. Bidder should have supplied in India or abroad, in last three years up to 10/12/2016, at least one order of similar nature (supply, installation, testing, commissioning, training & maintenance of x-ray baggage scanners) of value not less Rs.1.8 Crore or two orders each of value not less than Rs.1.12 Crore or three orders each of value not less than Rs 0.9 Crore, in Government /Government undertaking /semi Government /</p>	<p>Clause b above specifies the criteria in line with CVC circular No. 12-02-1-CTE-6 (attached for ready reference – CVC Six.pdf) whereas clause d, the turnover is sought as not less than Rs. 10 Cr during the last 3 years, which we feel has no relevance. As per the above circular, the same should be 30% estimated cost as average financial turnover of the last 3 financial years. We request to go thru the circular and you will acknowledge that the said circular is only issued</p>	Refer Corrigendum-1

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		<p>Govt. Controlled Institutions /Reputed private organizations in India or Abroad.</p> <p>c. (c) Bidder should have at least three years" experience of supply, installation, commissioning, training and maintenance of the items quoted. And the items quoted by them should have satisfactory performance during last three years preferably. In case of latest technological development the equipment quoted must have at least 2 years of proven reliability (along with satisfactory performance certificate from the past orders as mentioned above).</p> <p>d. (d) Bidder should have at least turnover of not less than Rs.10 Crores per year during the last three years and status to meet the obligations under the contract for which he is required to submit a report from a recognized bank or a financial institution.</p>	<p>to avoid such definition of eligibility criteria only (as in this case). The circular also stated a few illustrative examples.</p>	
14	Page no. 29, Clause 20	<p>The equipment in full needs to be delivered within 8 weeks from the date of placement of the Purchase order.</p>	<p>Kindly explain process of release of Purchase order after opening of the price bids. We would also request you to consider extending the <u>delivery period to "12-14 weeks from the date of placement of Purchase Order"</u> thereby allowing the bidders offering products manufactured in USA also to be at a level playing field with others. With X-ray baggage scanner being heavy material and shipped through Sea, typically takes a sailing time of 6-8 weeks from any port in USA to reach Indian port.</p>	No Change

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			Allowing time for manufacturing and customs clearance etc.. on reaching Indian port, we request for allowing 12-14 weeks from the date of Purchase Order.	
15	Page 33, Clauses iii & iv.		We would like to submit that desired penetration of 35mm of steel can be achieved with an X-ray tank voltage of 160kV operating at 150kV. Hence, we request you to consider and allow to offer 160kV generator operating at 150kV, in place of 180kV tank operating at 160kV.	No Change