

Minutes of Meeting

Subject: Pre-Bid conference in respect of Tender No. 30/EQ/2018 dated 22.03.2018 for purchase of 74 Videoscopes by Directorate of Logistics, CBEC, Department of Revenue.

Venue: Conference Hall of Central Revenue Control Laboratories (CRCL), Hill side Road, Pusa, New Delhi - 110012.

Date and time: 18.04.2018 and 1600 hours.

A Pre-bid conference was held on 18.04.2018 at 1600 hrs in the Conference Hall of Central Revenue Control Laboratories (CRCL), Hill side Road, Pusa, New Delhi for answering /resolution of any clarifications/queries/doubts of the prospective tenderers on any matter/issue pertaining to subject Tender No. 30/EQ/2018 for procurement of 74 Videoscopes floated by this Directorate. The Pre-bid conference was attended by the following:

Sl. No.	Name (Ms/Sh.)	Organization
1.	Ms D.B. Arora	Additional Commissioner, Directorate of Logistics (Chairperson)
2.	Shri V.K. Ahirwar	Deputy Commissioner, DOL
3.	Avinash Mishra	IT Concepts through Almighty
4.	Sunil Aggarwal	IT Concepts through Almighty
5.	Manish Dalmia	Almighty Techserv
6.	Jagrut Diwan	Densho Solutions LLP
7.	Gaurav Shah	Densho Solutions LLP
8.	Manish Kumar	Ashbond Engineers Pvt. Ltd.
9.	Col Rajvir Singh (Retd.)	SDS Electronics Pvt. Ltd.
10.	Abhishek Kumar Shukla	Blue Star Engineering & Electronics Ltd.
11.	Alok Yadav	SG Marketing
12.	Harsh Khurana	Karl Storz

2. Additional Commissioner (Logistics) welcomed all the participants and conference started with the brief introduction by all the participants. As per clause 2.9.1 of Section II of Tender document prospective tenderers seeking clarification on the tender document were required to submit their queries online by 05.04.2018 upto 1500 hrs. which was extended upto 11.04.2018 at 1500 hrs. Queries received through On-line were required to be answered in the conference. It has been informed to the participants

that only one clarification has been found to has been uploaded online on www.eprocure.gov.in till 1500 hrs on 11.04.2018.

3. The pre-bid queries were opened on 11.04.2018. There was one query found in the portal from M/s Ashbond Engineers Pvt. Ltd. Other five parties submitted their queries offline.

4. The following parties have also sought clarifications and it was informed that the same would be examined and uploaded-

- i. M/s Almighty Techserv offline on 11.04.2018
- ii. M/s SG Marketing offline on 11.04.2018
- iii. M/s Ellen Safety Group offline on 12.04.2018
- iv. M/s Blue Star Engineering & Electronics Ltd offline on 16.04.2018
- v. M/s SDS Electronics Pvt. Ltd. Offline on 18.04.2018 during Pre-bid conference

5. Accordingly, all the queries have been tabulated and decisions taken are incorporated in the Annexure attached to this minute of meeting.

Meeting ended with vote of thanks to Chairperson.

E-Tender No. 30/EQ/2018 Dated 22.03.2018 For Supply, Installation & Maintenance Of 74 Nos. Videoscopes
Clarification to pre-bid queries in the meeting held on 18.04.2018

Sl. No.	Clause No. Section & Page No. of Tender	Question/ Query	Draft Response of DOL
I. M/s. S.G. Marketing Private Limited			
Commercial Clarification			
1.	Clause 2.16.1 Section-II, Page 11	1. Is GeM registration certificate is required for EMD exemption? We are in registration process.	<i>Registration with GeM shall be for the tendered goods i.e. videoscopes for industrial application.</i>
2.	Clause 2.13.2 Section-II, Page 9	2. What percentage of Custom Duty is applicable? Is there a possibility of custom duty exemption? Please clarify.	<i>Custom duty exemption is not available for the tendered item. Duty & taxes, as applicable, paid in India are reimbursable as per actuals.</i>
3.		3. Due to the high value of the tender, bidding in rupees will make the cost of procurement extremely high. Are FE bids allowed? All reputed manufacturers of Videoscopes are based outside India, so all stores supplied will be imported. It is requested that FE bids be allowed for the tender as the price to the Directorate of Logistics, Customs and Central Excises will be much lower.	<i>Bids can be submitted in any freely convertible currency (indicate the currency). Revised Section - VIII [Price Schedule] is attached.</i>
Technical Specification			
4.	Clause 5.4.3 (b) Section-V, Page 29	CBEC requires resolution 720 X 576 or above, which is very unlikely seen in video scope tender. Because of the light wavelength, it is not possible to provide more pixels in a 6mm head, which is again a physical problem with a 1-2 mm diameter lenses.	Suggestion : Universal acceptable resolution is 640x480. Please modify the specification for healthy completion of bidders. It enables to participation of more bidders & opportunity for good quality Video scope. <i>Tender technical requirement stays.</i>
II. M/s. Almighty Techserv			

Commercial Clarification			
5.	Clause 2.14.7 & 2.14.8, Section-II, Page 10	<p>We would invite your attention to this point which is very peculiar to your organization only, where your department is withholding total 20% of the contract value till the warranty period i.e. initial 10% in the form of PBG after signing the contract and another 10% at the time of release of 10% balance payment.</p> <p>Sir, this is our humble request if any company's 20% amount is withheld for 2-3 years which becomes a sizeable amount seeing the contract value, it affects the over all working capital of the company.</p> <p>Sir you will see in all other government tenders it is clearly seen that maximum 10% of the contract value as a PBG is taken as security. (Tender Copies Attached.</p> <p>So, sir it's a sincere request please look into the matter earnestly.</p>	<i>Payments are not withheld and are made against submissions of bank guarantees. Tender conditions prevails.</i>
6.	Annexure `A' to Section IV, Page 27	<p>Requesting you to please clarify whether the Consignee sites will be 20 places as per Annexure "A" to Section IV or 74 Places /Sites as per their requirement. Kindly provide the detail of individual sites for Tender preparation.</p>	<i>Zonal locations have been identified. There will be distribution within the zonal jurisdiction, which will be intimated to the successful bidder.</i>
Technical Specification			
7.	Section V (Point No. 5.4.6-g)	<p>Unit should have Interchangeability features. (Tenderer may indicate the components which can be interchanged)</p> <p>Requesting you to please clarify as this is ambiguous in nature. As per the clarification of the last tender, Refer NIT 01/EQ./2015 dated 18.02.2015, Unit should be interchangeable with probe and display unit so that if anyone malfunctions, it can be replaced at the site itself.</p> <p>Secondly different length and the size of the probe as per the future requirements and applications can easily be interchanged with the other at the site itself without and delay.</p>	<i>This refers to enable to interchange the probes, viewing system, cables, etc., in case of malfunction or need to upgrade the equipment.</i>
III. M/s. Ashbond Engineers Pvt. Ltd.			
8.	Clause 2.14.7 & 2.14.8, Section-II, Page 10	<p>Tender requires 20% of the contract value till warranty period as 10% against performance bank guarantee and 10% against 10% of balance payment.</p> <p>We request you to kindly amend 10% performance warranty in the form of Bank Guarantee instead of 20%. As 20% is very large amount as a guarantee.</p>	<i>Refer to clarification at Sl. No. 5.</i>
9.	Annexure `A' to Section IV, Page 27	<p>Request you to please clarify whether the Consignee sites will be 20 places as per Annexure "A" to Section IV or 74 Places /Sites as per their requirement. Kindly clarify.</p>	<i>Refer to clarification at Sl. No. 6.</i>

Technical Specification				
10.	Clause 5.4.6(g) Section V, Page 30	Unit should have interchangeability features. (Tenderer may indicate the components which can be interchanged) Request you to please amend as Unit should have interchangeability feature for probe with Display unit / Documentation unit/ Base Unit. Reason for the above mentioned parameter for Interchange the probe part only in case of any other diameter probe (2.4 mm, 4mm, 6mm, 8mm) and Length (1mtrs to 7.5 mtrs) required in future for different application so only probe or vice versa can be taken rather than whole equipment.	<i>Refer to clarification at Sl. No. 7.</i>	
IV M/s Ellen Safety Group (Received on 12.04.2018)				
		Requirement as per Tender	Recommended	
11.	Clause 5.4.3(a) Section V, Page 28	Should have at least 5 Inch or more LCD bright display, anti-reflective, color monitor offering ultra- clear images.	4.3" LCD display is enough for inspection in any condition.	<i>Tender technical requirement stays.</i>
12.	Clause 5.4.3(b) Section V, Page 29	Video/image quality should have a resolution of 720x576 or above. The resolution of final image to be viewed should be of high quality. (Tenderer to indicate resolution of the image for viewing).	640x480 resolution is enough for viewing.	<i>Tender technical requirement stays.</i>
13.	Clause 5.4.3(k) Section V, Page 29	Should have built in flash memory which can easily transfer all data to a PC/ Laptop for a backup, documentation or training purpose.	Built in flash memory is not necessarily required for data transfer. Data transfer to a PC/Laptop can be easily done by 32 GB SD Card.	<i>Tender technical requirement stays.</i>

14.	Clause 5.4.3(l) Section V, Page 29	Should support image and video capture, recording (with annotation), documentation, editing and playback of live video images and should include at least 8 GB SD Card/Micro SD memory card.	Annotation, documentation and editing is not necessarily required as the purpose of use of Videoscopes is search and inspection. Above functions are also not available in video scopes manufactured by reputed manufacturers.	<i>Tender technical requirement stays.</i>
15.	Clause 5.4.4(d) Section V, Page 29	Probe should have quick, smooth and sensitive 4 way articulation with at least 120 degree in all directions for maximum maneuverability. Articulation should be controlled by a smooth, sensitive joystick. It may be desirable to have angulation locking facility in case of inspection for longer duration at a particular location.	Articulation should be controlled by a smooth, sensitive Motorised Joystick.	<i>Articulation should be controlled by a smooth, sensitive Joystick/Control Wheel or better.</i>
16.	Clause 5.4.4(e) Section V, Page 29	Should have provision of audio-visual alarm to prevent overheating of probe tip/ insertion tube. (Tenderer to indicate maximum temperature probe tip/ insertion tube can withstand.)	Audio - visual Alarm is not required as Videoscope is capable to capture clear, sharp image of any object in any conditions very quickly.	<i>There should be provision to warn the operator about overheating of probe tip/ insertion tube.</i>
17.	Clause 5.4.4(f) Section V, Page 29	Should have provision for interchangeable optical adapter to get different direction of view.	Interchangeable optical adapter is not required as videoscope is capable to get different direction of view.	<i>Tender technical requirement stays.</i>
18.	Clause 5.4.5(b) Section V, Page 29	Should be able to provide forward view in terms of direction of view. The device should also be capable of providing side view along with forward view, with side view optical adapter.	Side view optical adapter is not required as Videoscope is capable to provide all views during inspection with the help of motorized Joystick.	<i>Better feature, if any, will be accepted. Tender technical requirement stays.</i>

19.	Clause 5.4.5(d) Section V, Page 29	Should have 3x or more digital variables zoom capability. Besides, it may be desirable to have functions such as image rotation, white balance, camera sensitivity control etc.	Zoom should be 8x to zoom in for more details of target object. Image rotation and camera sensitivity control is not required as Videoscopes comes with 8 x zoom facility which is enough to view any part of target object.	<i>Requirement of 3x or more digital variables zoom capability already covers 8x zoom.</i>
20.	Clause 5.4.5(e) Section V, Page 29	Features such as brightness/ contrast/ colour control, image inversion/ freeze, text annotation, date/time etc. should be available.	Colour control, image inversion/ freeze are not required as Videoscopes comes with 8 x zoom facility and 4,40,000 Pixels Resolution which is enough to view any part of target object. Text annotation is also not required as the purpose of use of videoscope is search and inspection. This function is also not available in Video scopes manufactured by reputed manufacturers.	<i>Tender technical requirements stays.</i>
21.	Clause 5.4.6 (b) Section V, Page 30	Should have a proven durable chassis built with material having IP55 or better rating and thus should be water and dust resistant.	Insertion Probe should be water and dust resistant as this is inserted in any inspecting area.	<i>Requirement pertains to chassis to housing for the equipment. For probe & its attachment, refer to requirement under clause 5.4.2 (d) & (e)</i>
22.	Clause 5.4.6 (c) Section V, Page 30	Videoscopes should be of Industrial grade having robust and shock proof design. Should be constructed from a proven physical resistant material to work under industrial environment. (Tenderer may submit conformity certificate in this regard).	Probe should be IP67.	<i>Refer to clarification at 21 above.</i>

23.	Clause 5.4.6 (f) Section V, Page 30	Videoscope, including its accessories, should be compliant to relevant International manufacturing standards/ codes, including Indian Standards, if any.	Probe should be IP67.	<i>Refer to clarification at 21 above.</i>
24.	Clause 5.4.6 (g) Section V, Page 30	Unit should have built-in interchangeability features. (Tenderers may indicate the components which can be interchanged).	Built in interchangeability features are not required as video scopes comes with entire features as built in.	<i>Tender technical requirement stays.</i>
V M/s. Blue Star Engineering & Electronics Limited				
Technical Specification				
25.	Clause 5.4.2 (e) Section V, Page 28	Under section: 5.4.2 Operating Environment, Point e: Probe & and its attachments should be water/ liquid/ saline proof and able to withstand a hydrostatic head of 5 meters.	Our Request: As per technical specification it required probe length of 3 meters only then it is not possible to withstand a hydrostatic head of 5 metres our request is to kindly accept the same as upto 3 meter as probe length is 3 meter only.	<i>Ability of Probe and its attachments to withstand hydrostatic head of 5 meters and length of the probe are independent requirements. Tender technical conditions stay.</i>
25.	Clause 5.4.3 (a) Section V, Page 28	Under section: 5.4.3 Operating Unit, Point a): Should have at least 5 inch or more LCD bright display, anti-reflective, colour monitor offering ultra-clear images.	Our Request: As we are regular supplier and wanted to quote very portable and advance model to CBEC, you are requested to kindly accept screen size of 4 " to 5" in this clause so we can submit quote with most advance and portable model IPLEX GL.	<i>Tender technical requirement stays.</i>
26.	Clause 5.4.3 (i) Section V, Page 29	Point i) Should have built in high performance rechargeable (Li-ion) battery, supporting at least 2 hours of continuous use.	Our Request: As it very portable and advance Videoscope with High resolution image. It can operate on AC power supply and DC as well, you are requested to kindly accept	<i>Tenderer may decide on how to meet the stipulated technical requirement. Tender condition stays.</i>

			operating time with one battery as 90 Min so we can comply on the above point. If required we can supply addition battery and external battery charge along with equipment to fulfill the total inspection need.	
27.	Clause 5.4.5 (a) Section V, Page 29	Under Section 5.4.5, Camera /Image Control, Point a). Should have high resolution colour CCD (with more than 4,00,000 pixels resolution) or better image sensor. (Tenderer to provide details of the sensor).	Our Request: As Olympus is manufacturing CCD by Own and it specially designed for Olympus endoscope. Please Note : CCD details is very much confidential information and Olympus is not allowing to show the same. As per Olympus the final result i.e. image resolution shold be consider for the evaluation as customer main interest in the final image quality irrespective of the CCD sensor details. You are requested to remove the above point and consider final resolution for the evaluation purpose.	<i>Tenderer may decide on how to meet the stipulated technical requirement. Tender condition stays.</i>
Qualification Criteria				
28.	Clause 7.2 Section VII, Page 33	Average annual turnover of the tenderer/ manufacturer of the equipment [OEM] should be at least Rs. 5 Crores (Rs. Five Crores Only) during the last three financial years i.e. 2014-15, 2015-16 and 2016-17 and it should be an on-going concern with positive net-worth.	Our Request: Please clarify the same, we have annual turn over of approx 34 Crores in 2014-2015, approx. 132 Crores in 2015-16 and approx. 182 Crores in 2016-2017 but in negative net worth in FY 2014-2015 and 2015-2016 due to adverse market situations. In 2016-2017 we have positive net worth. As CBEC will release all the payment after supplies of items. You are requested to kindly accept turnover as evaluation of the above clause to enable us to quote in tender.	<i>No change in tender terms & conditions.</i>
Price Schedule : Custom Duty				

29.	Section-VIII, Page 34	In price schedule Custom duty need to be mention.	Our Request: Please confirm whether any custom duty exemption certificate will be possible can we give one price (Basic price + Custom duty) and GST as extra on the same	<i>Please refer to Section VIII, Part - I 'Price Schedule'. Custom duty exemption is not available for the tendered item. Duty & taxes, as applicable, paid in India are reimbursable as per actual.</i>
Warranty Clause				
30.			Our Request: Our quoted equipment is warranted for period of 24 months from the date of commissioning against manufacturing defects, Poor workmanship, design defects. In case any defect observed by our services team due to mishandling of equipment, accidental damage at site, due to fire, disaster, convulsion of nature, etc will not be covered under warranty.	<i>Tshis will be decided by the user Commissionerate on case-to-case basis.</i>
Centralized Comprehensive Annual Maintenance Contract (CCAMC)				
31.			We have service Centre for Videoscope in all the major cities and centralize service Centre in Ahmedabad & Gurgaon for major repair. In CCAMC normal wear and tear in product are coved and also regular consumable are covered (Labor + spare parts), but if any defect observed by our services team due to mishandling of equipment, accidental damage at site, due to fire, disaster, convulsion of nature, etc it will be on chargeable basis. Please confirm whether the above is acceptable to CBEC.	<i>Issue of mishandling of equipment, accidental damage at site, due to fire, disaster, etc. will be examined and decided by the user Commissionerate on case-to-case basis.</i>
P.O. Placement on OEM & Distributors				
32.			As per distributors Olympus in India	<i>Purchase order will be placed on the</i>

			for the supply of Videoscope. Our OEM i.e. Olympus is having full fledge services facility in India. In case if we are L1 in the tender whether it is possible for the supply of Good purchase order will be on Distributors i.e. M/s Blue Star Engineering & Electronics Ltd. New Delhi and for CAMC purchase order will be on Olympus India. Please confirm.	<i>'Tenderer' only.</i>
L1 Evaluation Criteria				
33.	Clause 2.29.2 Section II, Page 15		Please explain the L1 evaluation criteria in detail for clear understanding as per section: 2 Point, 2.29.2.	<i>Methodology under clause 2.29.2 to arrive at L1 is fully explained.</i>
Delivery Period				
34.			As it will be a big order for the supply of 74 Nos Videoscope our request from CBEC to extend the delivery as 180 days to 210 days from the date of receipt of our technically and commercially clear order.	<i>Tender condition prevails.</i>
VI M/s. S.D.S. Electronics Private Limited				
Operating Unit			Proposed Unit	
35.	Clause 5.4.3 (k) Section V Page 29	(k) Should have built in flash memory which can easily transfer all data to a PC/Laptop for a backup, documentation or training purposes.	(k) Should have inbuilt memory of minimum 1 GB in addition to flash memory in case of flash memory doesn't work during field operation.	<i>The unit should have adequate built-in memory to store the image before the same are transferred to a computer system for storage and review.</i>
Insertion Tube/Probe				
36.	Clause 5.4.4 (d) Section V Page 29	(d) Probe should have quick, smooth and sensitive 4 way articulation with at least 120 degrees in all directions for maximum manoeuvrability.	(d) Probe should have 360 degree motorized/electronic joystick articulation in addition to 4 way articulation with at least 120 degree in all directions for maximum	<i>Better feature, if any, will be accepted. Tender technical requirement stays.</i>

		Articulation should be controlled by a smooth, sensitive joystick. It may be desirable to have angulations locking facility in case of inspection for longer duration at a particular location.	manoeuvrability.	
Camera/Image Control				
37.	Clause 5.4.5 (a) Section V Page 29	(a) Should have high resolution colour CCS (with more than 4,00,000 pixels resolution) or better image sensor. (Tenderer to provide details of the sensor.)	(a) Should be provided with a justification letter from factory/OEM.	<i>Refer to clarification at Sl. No. 27.</i>
38.	Clause 5.4.5 (d) Section V Page 29	(d) Should have 3x or more digital variables zoom capability. Besides, it may be desirable to have functions such as image rotation, white balance, camera sensitivity control etc.	(d) Should have maximum 5X digital variables zoom capability.	<i>Requirement of 3x or more digital variables zoom capability already covers 5x zoom.</i>
Other Requirements				
39.	Clause 5.4.6 (j) Section V Page 30	Type test certificate from the manufacturer of the offered video scope should be submitted.	Ingress protection (IP55) certificate should be provided by the OEM/recognized Test laboratories for full body not probe alone.	<i>'Type test' should cover all design aspects and features provided in the offered unit, which will need to be certified by the manufacturer.</i>
			Additional Features Required:-	
40.			(L) Should have along exposure feature up to 200ms to view the objects from 2-3 meter distance.	<i>Better feature, if any, will be accepted, albeit without any preference.</i>

SECTION - VIII

PART - I : PRICE SCHEDULE

Sl. No.	Detail of cost	Unit Price of equipment	
		Foreign currency	Indian Rupee
1	Cost of Videoscope (including insurance and freight) in Rs. or any freely convertible currency (indicate the currency)		
2	Installation and Commissioning charges, if any (chargeable to GST)		
3	Customs Duty		
4	GST		
6	Other taxes, if any (please specify)		
7	Total Price of 74 Videoscopes		

Commission of the agent, if any

Particulars	Amount
Commission of the India agent, if any to be paid by the Supplier,	

PART - II : CCAMC

Year of CCAMC	Cost of CCAMC per machine (A)	Total cost of CCAMC B= (A) X (i.e. No. of Videoscope)	GST	Grand Total Cost (B+ C)
First Year (after warranty period of two years)				
Second Year				
Third Year				
Fourth Year				
Fifth Year				
Grand Total				
