



**Atal Bihari Vajpayee
Indian Institute Of Information Technology and Management
(An Autonomous Institute of MHRD, Government of India)
Morena Road & A.B. Road, Gwalior, Madhya Pradesh 474001, India**

Date: 13.07.2017

Pre-Bid Queries & Response

**Supply, Installation, Commissioning and On-site support of Incubation Plant
Setting up of Business Incubation Center at Mponela, Malawi**

Tender No.: ABV-IIITMG/Reg./2017/1687

Last date for submission of bids: 24.07.2017 (11:00 AM)

Opening of technical bids: 24.07.2017 (15:00 AM)

**The tender document is available for
downloading at**

www.IIITM.in , www.mea.gov.in & www.eprocure.gov.in

Pre-Bid Queries & Responses

S. No.	Package	Questions	IIITM Response
1	Package 1	Request the turnover ask in such tender should be as per the market standard and relevance to industry practice.	No Change
		Who would provide the raw vegetables, food chemicals, and Empty bottles etc. for trial run of plant.	Please see corrigendum
		Please note as per your tender performance bank guarantee should be valid for two years but you asked spare parts only for 1 year. How is it possible?	No change (As even after project award it takes approximately 9 months to setup and from there bidder needs to provide 12 months warranty; that's why it is 24 months PBG)
		We also want to inform you that in such tenders sometimes sites would not be ready on time so it effects our 20% payment which would be release after the onsite delivery, you are requested if it happens please make sure if delays would be more than 15 days our payment should be released	No change (Even if the site is not ready; a safe place would be provided to bidder to properly place products till commissioning)
2	Package 1	Work order of similar projects executed in last 5 years of either 1 project of INR 192 Lakhs or 2 projects of 120 Lakhs only or 3 projects of INR 96 Lakhs; at least for supplying of at least any one of the line items mentioned in package The Bidder or its supporting manufacturer should have executed in last 5 years of either 1 project of INR 192 Lakhs or 2 projects of 120 Lakhs only or 3 projects of INR 96 Lakhs; at least for supplying of at least any one of the line items mentioned in package 1	No Change
		The successful bidder will be required to furnish the certificate from a Registered Chartered Engineer certifying that the items supplied and their specifications are in compliance with the	No Change

		<p>requirements of the supply order issued by IIITM. Kindly confirm SGS Inspection certificate is also acceptable.</p>	
		<p>IIITM shall release 70% of the payment to the supplier on dispatch of all items from India/ third country after receipt of funds from MEA on due verification of documents pertaining to proof of dispatch and receipt of Performance Bank Guarantee.</p> <p>I. IIITM shall release 20% of the payment after delivery of all item(s) at all site(s) after receipt of funds from MEA on verification by IIITM /end user and Indian Mission in Malawi.</p> <p>ii. Balance 10% of the payment shall be released by IIITM after successful installation & commissioning of all item(s) at all site(s) after receipt of funds from MEA on physical verification at site and certification by a Project Monitoring committee (PMC) duly constituted by MEA and represented by IFD, MEA.</p> <p>As per our experience MEA takes 45 –60 days to release the payment and we have to pay to Manufacturer partly in advance and full payment on delivery.</p> <p>Therefore, we request you to kindly amend this clause as under: 80% of total cost Against submission of dispatched documents confirming dispatch of consignment from India</p> <p>10% of the payment after delivery of all item(s) at all site(s) after receipt of funds from MEA on verification by IIITM / end user and Indian Mission in Malawi.</p> <p>10% of the payment shall be released by IIITM after successful installation & commissioning of all item(s) at all site(s) after receipt of funds from MEA on physical verification at site and certification by a Project Monitoring Committee (PMC) duly constituted by MEA and represented by IFD, MEA.</p>	No Change
		<p>Page no.7 Bid Submission-12.7.2017</p> <p>As per new rules GST will be applicable on 1st July and our manufacturer requires time to understand the implication of this changes</p> <p>Also, we require some input from Malawi but due to idea€™I filter most of the offices are closed. Offices will re-open from 3rd July. Kindly extend the bid closing date to 25th July 2017.</p>	Please see corrigendum
4	Package 1	<p>We would like to participate but need to reduce turnover to around INR 70 Lakhs / annum and there is no such high value projects available by Indian OEMs. Kindly reduce work orders in such a way that total material delivered in last three year would be more than 2.5 Crore.</p>	No Change

		In tender on page no.20 levy penalty clause is there for any delay in delivery or installation at sight, but there is no clause for the delay in payments if the delay in terms of construction of sight or delay of payment due to your department, you are requested to please make the terms comfortable to the suppliers also so that they can supply.	No Change
5	Package 3: Composte Machines	As mentioned in the tender document whether these machines are separate machineries like blender, crusher and rotary chamber or integrated as a single machine?	Please see corrigendum
		We don't suggest any part made out of MS may be In crusher or in rotary drum or in blender. All these parts need to be made in SS 304 grade material?	Please see corrigendum
		Please suggest capacity either 40kg as output or 200kg as input capacity?	Please see corrigendum
		What is the expected duration of the process In the machine asked in tender?	Please see corrigendum
	Package 3: Briquetting Machine	What is the batch capacity	Please see corrigendum
		Are you looking for the screw Type machine or hydraulic Type machine. In Screw Type machine we can use only Upto 4 types of materials like saw dust, ground nut shells, Paddy husk, or leaves or dry leaves. Hydraulic machines can process 40 types of materials like hard Wood craps, chips, or barks etc.	Please see corrigendum
		Kindly give us clarification on power consumption. How can we use 20kw of power when the Machine consumes 66Hp or 66.5 kw post hour as you mentioned In the document.	Please see corrigendum
6	Package 2	We can only participate if the pre qualification criteria can be down to a turn over of around 9 Lakhs per year and the other financial credentials are reduced as well.	No Change
		On Site Support: Providing onsite support and maintenance would incur a lot of expense as one would have to maintain a local service provider, something which is hard to manage for a small scale industry. Further, this industry usually offers 1 year warranty on manufacturing defects and nothing else even on export orders. The defective items in such cases are brought back to the Indian factories and a replacement is sent in return. Also, once delivered, the machine installation is done by the user itself.	No Change
		Custom Clearance: The custom clearance requires the consignee to be involved. How are we supposed to manage that?	No Change (While signing contract; IITM would provide relevant

		consignee details)
	<p>Transportation: It states that the transportation, insurance, packing, and other taxes are to be included, but where in the annexure is not mentioned. Also we do not have the local address for the freight to be calculated.</p>	No Change (Address of site is mentioned in tender)
	<p>Infrastructure: The document mentions on pg. no. 13 that any civil alterations such as cabling, flooring etc. if required would be the responsibility of the vendor. This is highly inappropriate since we are unaware of the present infrastructure available there and also the cost of procuring such local facilities in that country.</p>	No Change (Basic infrastructure would be already provided, bidder only need to make some alterations related to machine specific installations such as cemented platforms, specific sheds, electrical wiring from generator, nuts & bolts .. etc
	<p>Training: We are unaware of the number of individuals to be trained there. As it involves two sets of machines, we usually recommend 4 trainers which can vary as per the number of individuals required to be trained. This number is higher than 2 which is mentioned on pg. no. 13 of the document. Further no such manuals, video clips(as mentioned on pg. no, 13) are required after the training period. Further whether the expenses of the trainer such as boarding lodging etc. would be borne by us or the respective authorities is not mentioned.</p>	No change (Any kind of expense to be borne by bidder only)
	<p>Spares, Accessories, Consumables: Spares, accessories, consumables are different terms and there respective costs for a duration of one year could be calculated only once we have the consumption rate. The rate would be different during the training period of the year which would further depend</p>	Please see corrigendum

	<p>on the number of trainees under consideration, something which is not mentioned.</p>	
	<p>Payment: The payment conditions are too harsh. Besides an EMD of INR 1.9 Lakhs, the vendor would have to fulfill a Performance Bank Guarantee of 10% of the order value. This involves a lot of money at stake for the vendor who would be manufacturing items to fulfill the order (something which would incur him further cost). Where a small scale industry has always dealt with at least 80% advanced payments earlier, statements such as "after receipt of funds from MEA on due verification"(pg. no. 20) is a matter of serious concern. Also the duration by which the payment would be received by the vendor is not mentioned.</p>	<p>No change</p>
	<p>Other Queries: Whether these 2 sets of machines would be installed at one place or at different places is not mentioned. The third line in the column of performance bank guarantee on pg. no. 20 mentions 22(thirty four).</p>	<p>Please see corrigendum</p>
	<p>Which stones are to be dealt with and the purpose to be served by the machines is not mentioned. The document requires prices of individual parts of a machine, something which is usually calculated as a whole. Further you have also asked for the price of "cutting blade diameter" on pg. no. 54, something which is irrelevant.</p>	<p>Please see corrigendum</p>