

Minutes of Pre-bid meeting held on 06/11/2012 at 14:00 hr at RITES office for Supply of ARV Drugs (ANTI RETRO-VIRAL DRUGS) (ADULT FIRST LINE) against: IFB No. RITES/MSM/NACP/10/2012

1. The following were present:-

I) From RITES

S/Shri

A Sharma, GM(C)/MSM– In Chair
V Bishnoi, GM/MSM
P Mirani, GM/MSM
R K Sharma, Sr.DGM/MSM
M K Das, Manager/MSM
A Chatterjee, Engineer/MSM

II) From NACO

Dr. Sukarma Tanwar, TC/NACO

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

S. No.	Name of representative S/Shri	Name of Firm
1.	Amit Mehra	M/s Ranbaxy Laboratories Ltd., Gurgaon
	Sandeep Sarkar	
	J Ganesh	
2.	S. Ranjit Singh	M/s Hetero Drugs Ltd., Hyderabad
3.	Raja Mahesh	M/s Aurobindo Pharma Ltd., Hyderabad
	A.V.S. Muralimohan	
4.	J. B. Pal	M/s Macleods Pharmaceuticals Ltd., Mumbai
5.	A K Rastogi	M/s Cipla Ltd., Mumbai

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 II: Bid Data Sheet	
1.	Firms represented that submission of offers with different source of funding simultaneously would create complications. It was requested to disclose the source of funding before opening of bids. (Please refer ITB 2.1 at Page 37)	In the bidding document, different price schedules have been included for submission of proposals under GFATM funding and Domestic funding. Thus it will not create any complication with regard to submission of bid by the bidders. The Purchaser would select any one of the financial bid depending upon availability of funding.
2.	M/s Aurobindo Pharma and M/s Hetero have requested that, if the ARV Drugs are procured	The funds from GFATM are routed from World Bank trust funds. The funds from

S. No.	Query Raised	Clarification
	under GFATM funds then please ensure to include the name of GFATM in the list of international agencies listed in the Annx to the custom notification No 84/97 and notification 108/95 CE so that they do not face difficulty in availing the benefits if order is placed on them. It was represented that they are facing difficulty in the supply of last orders placed on them on this account. (ITB 16.2 (a) at page 45)	GFATM are treated at par with World Bank fund which an International agency. Therefore such difficulty would not arise.
3.	Firms requested to open all the three IFB Nos. RITES/MSM/NACP/10/2012, RITES/MSM/NACP/11/2012 & RITES/MSM/NACP/12/2012 on the same day.	The revised date of bid opening is mentioned in Amendment No. 1.
	Section V. Special Conditions OF Contract:	
4.	Please refer payment clause GCC 16.1 & 16.4 (at page 81-82), it has been observed by past experience that sometimes payment gets delayed because of delay in issue of receipt from consignee. To expedite payment, 80% of payment should be released on the basis of Proof of Delivery (POD) to consignee and balance 20% after verification and acceptance of material. Kindly consider this point.	Since procurement is being done from WHO pre-qualified firms who are reputed firms, therefore we can consider revising the payment term to 80% + 20% as proposed in below draft Amendment. Necessary Amendment No. 1 is enclosed herewith.
	Section VI: Schedule of Requirements	
5.	All the participants collectively demanded a change in the delivery schedule because 60 days time given in the bid document for 50% quantity is very less for the completing manufacturing process and extra time is consumed in the artworks development and approval as per the tender requirements (at Page No.-87) It should be modified as below:- Delivery Schedule: (i) 20% quantity of the schedule to be supplied within 75 days , (ii) 40% quantity of the schedule to be supplied 76-120 days and (iii) balance 40% within 121 to 180 days from the date of Notification of Award.	<u>Delivery Schedule is amended as below:</u> (i) 20% quantity of the schedule to be supplied within 75 days , (ii) 40% quantity of the schedule to be supplied 76-120 days and (iii) balance 40% within 121 to 180 days from the date of Notification of Award. Please also refer Amendment No. 1.
6.	<u>Note</u> (at Page -87): “The Purchaser has the right to increase or decrease the quantities required by 25% any time during the contract period.” One of the firm mentioned that as the quantity required is too high, the impact of reducing the quantity by 25% will be high i.e. already procured Raw materials, Printed and Un-printed Packaging materials etc. will be wasted and	<u>Note</u> (at Page -87) is amended as below: “The Purchaser has the right to increase or decrease the quantities required upto 25% any time during the contract period.” Please also refer Amendment No. 1.

S. No.	Query Raised	Clarification
	<p>there would be huge loss to the company, and requested to delete the word “or decrease”.</p> <p>Some firms requested to operate this clause at the time of placement of NOA so that further planning can be done accordingly.</p> <p>Firms requested that in case of increase in order quantity under this clause additional time should be given.</p>	
7.	It was represented that for many places delivery point is different from the address given in bid document/ NOA. Please ensure correct addresses of consignees are given in the NOA.	The correct complete address will be provided at the time of issue of NOA.

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