Supply and Installation of Class 'A' TRTL Jewel Safes at various Branches in our Hubballi Circle

REF HUB/TRTL/1/2022

The Pre-Bid meeting for the captioned tender was held on March 17, 2022 at 11 AM in the Video Conference Room, Circle Office, Hubballi. The queries raised by the prospective bidders and the clarification/replies given by the Bank are given as under:

1. Sri U Kamesh Kumar on behalf of M/s Godrej Security Systems.
2. Sri Ganaapati Achalakar on behalf of M/s Methodex Systems Pvt. Ltd.
3. Sri Duppala Sudheer on behalf of M/s Gunnebo India Pvt Ltd.
4. Sri Shivam Mathur on behalf of M/s Safe & Security System – participated through MS Teams.

	Tender clause	Firm Name	Points / Queries raised by the prospective bidders	Bank's Clarifications/ Replies
1	The Bidder should have supplied and installed the minimum quantity of 36 Nos of Class A TRTL safes to any Public Sector Banks/ Scheduled Commercial Bank/ Financial Institutions in India in the last three years as on 31.03.2021 in a single year	M/s Methodex Systems Pvt. Ltd	As per the criteria either "Class A or Class BB TRTL Safes" supply details need to be submitted for 36 No.s also can combination of both type safes adding to requisite No.s acceptable	Tender clause holds good.
2	Satisfactory delivery certificate from the respective offices indicating the dates and quantities supplied in respect of the above mentioned purchase order		For the tender submission if by uploading PO aand DC will it be acceptable since all satisfactory reports are not available	Tender clause holds good.
3	The Bidders desirous of quoting should have their own manufactured brand and plant in any part of India for the security equipments and should have a permanent office in Hubballi Region. (or) Original Equipment Manufacturer (OEM) can also apply through one of their authorized dealer.		Please clarify if bidder is OEM is it necessary to submit Annexure C	Annexure C to be submitted by authorized dealer who is participating the tender on behalf of OEM .
4	EARNEST MONEY DEPOSIT: The tenderer should submit the Earnest Money Deposit of Rs.12,30,000/- (Rupees Twelve lakh thirty thousand rupees only) by way of Demand Drafts of a Scheduled commercial Bank issued in favour of Canara Bank Circle Office payable at Hubbali /BG issued by a Nationalized Bank other than Canara Bank to be eligible for submitting the Bid.		Please clarify if the EMD amount is 12,70,000.00 or 12,30,000.00 on page 2 "Bid Schedule it's mentioned as 12,70,000.00	Tenderer should submit the EMD of ₹ 12,30,000/- in prescribed form and pt 6 in page 8 ofamended RFP document may be referred for details in this regard
5	EARNEST MONEY DEPOSIT: The tenderer should submit the Earnest Money Deposit of Rs.12,30,000/- (Rupees Twelve lakh thirty thousand rupees only) by way of Demand Drafts of a Scheduled commercial Bank issued in favour of Canara Bank Circle Office payable at Hubbali /BG issued by a Nationalized Bank other than Canara Bank to be eligible for submitting the Bid.		Please clarify if BG for EMD can be issued by private bank (HDFC) accetable	Refer pt.6,page 8 of amended RFP document in this regard.
6	MSEs are also exempted from paying Tender/RFP document fee/cost, EMDs. For getting the benefits in case of MSE firms, shall submit relevant documents such as valid MSE registration Certificates as per policy under clause 14.1. The purchase preference are furnished in Annexure - N.		Please confirm if EMD is exempted for OEM having MSME/MSE certificate	Tender clause holds good.
7	The supply and delivery of the safes has to be completed within a period of 45 days from the date of receipt of the Purchase order by the bidder. The safes should be made operational within 7 days from the date of supply		Some locations were branch are located above ground floor, necessary approval by branch should be obtained from premises owner for drilling hole to use chain pulley	Permission from landlord in this regard to be facilitated by Branches which are located in upper floor subject to prior information (atleast 7 days in advance) by the supplier.

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8	Annual maintenance Charges exclusive of all Goods & Service taxes, charges, fees		Please confirm if we've to mention comprehensive AMC price for five years, since seperately each year AMC cost is also mention in the price bid format	AMC clause is removed from scope of work and amended RFP document may be referred for details in this regard
9	Bidder/Authorised representatives will be given unique Login ID and password by service provider		Please clarify when login ID and password will be issued	Contact details of Service provider is specified in amended RFP document and they may be contacted for details in this regard.
10	PROVISIONS FOR MICRO & SMALL ENTERPRISES (MSES):	M/s Safe & Security System	In respect to your clause of Startup/ MSME and latest definitions under MSME Rules, If the bidder is a Micro or Small Enterprise as per latest definitions under MSME rules, the bidder shall be exempted from the requirement of "Bidder Turnover" criteria and "Experience Criteria". If the bidder is OEM of the offered products, it would also be exempted from the "OEM Average Turnover" criteria. We would like to know if MSME/Startup are exempted from Turnover/Prior Experience criteria or not?	For the extents of this RFP document, MSME/ Startups are not exempted from Turnover/Prior Experience since the procurement involves items for critical security operations, which is in tune with the MoF norms towards public procurements.Hence tender clause holds good in this regard.
11	BIDDING PROCEDURE		Mode of Tender:- We would like to make a point that these Class A safes are readily available on GEM Portal and Additional Specifications can be added while making bid on it , then why has the bank decide to violate the Office Memorandum No.F.6/14/2020-PPD by Ministry of Finance? Also the GEM Availablity report which is a mandate w.e.f. 1st July 2020 would be a clear mislead to the ministry and CVC in this regard.	Bank intends to procure the safe with condition of post delivery test and splitting the orders for ensuring the early delivery of safe to the needy Branches.Hence e-tendering process is adopted with approval of competent authority in this regard.
12	The L1, L2 & L3 will be determined on the basis of the lowest price (Cost of safes) in the Reverse Auction. L2 & L3 bidders will have to match L1 price. The orders may be split between L1, L2 & L3 in the ratio of 40% (44 no's), 30% (34 no's) & 30% (34 no's) respectively. In case the L2, L3 bidders does not / cannot match the prices with the L1 bidder, under the RFP document there shall be an option to make an offer and negotiate with the L4 bidder and so on and so forth.		Since the scope for L1 bidders is only 40% of the estimated amount , the requirement of turnover and previous supply of 49 safes shall become 80%. Of the scope of supply of l-1 vendor. Also it is QUANTITY IN last 3 years for the category :TRTL SAFES" not Excusively A class safes in last 3 financial years.Moreover if the bidders are authorised dealers who are also mostly MSME'S ,this criteria should stand exempted as per latest MSME definition , GEM , Dept of Expenditure guidelines and CVC Circular.	Tender clause holds good.
13	TECHNICAL SPECIFICATIONS		We need some more technical details on the system as these points are not enough to understand the exact requirement.	Refer Annexure E of amended RFP document in this regard.
14	The bidder should not be a blacklisted/debarred company as on the date of submission of RFP document by any Government Department /Financial Institution/ Public sector Units/Scheduled Commercial bank in India.		We observe a deviation that in the clause it is as on the date of submission of RPF which is also in line with latest government of India's Office Memorandum , however in the Appendix L it is for "anytime , anywhere".Kindly correct this to "as on the date of submission of RPF".which is also In-line with latest Office Memorandum by Government.	Appendix L of tender holds good.

पासरा व संपदा अनुभाग PREMISES & ESTATE SECTION CIRCLE OFFICE HUBBALLI

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15	E-PROCUREMENT		We would like to make a point that these Class A safes are readily available on GEM Portal and Additional Specifications can be added while making bid on it , then why has the bank decide to violate the Office Memorandum No.F.6/14/2020-PPD by Ministry of Finance? Also the GEM Availablity report which is a mandate w.e.f. 1st July 2020 would be a clear mislead to the ministry and CVC in this regard. GEM gives reverse auction through open tendering with split clause for better price discovery and shorter delivery periods and also post delivery testing conditions as per government rules. The payment process is also simple and multiple modes are available.	Bank intends to procure the safe with condition of post delivery test and splitting the orders for ensuring the early delivery of safe to the needy Branches.Hence e-tendering process is adopted with approval of competent authority in this regard.
16	Key withdrawal	M/s Godrej Security Solutions	Not applicable	Refer Annexure E of amended RFP document in this regard.
17	Turnover		Minimum turnover in the last FY should be 30 Cr.,	Tender clause holds good.
18	Date of submission		Please allow till 10/4/22 for submission of technical bid as we are in the verge of Financial year closure..	Refer amended RFP document in this regard.
19	Minimum TRTL Safe supply		The bidder should have supplied atleast 100 Nos Class A TRTL safes in the last FY.	Tender clause holds good.
20	Blacklisting		The bidder shouldn't have been blacklisted / debarred as on the date of submission of RFP document by any Govt. dept., / Financial Institution / Public Sector Units / Scheduled Commercial Banks in India - Please clarify.	Appendix L of tender holds good.
21	Servie Providers		All Vendors should confirm the details of Authorized Service Providers along with technicians and their contact details	Refer Annexure A2 of amended RFP document in this regard.
22	Product Demo		Physical Demo of Safe along with Biometric and Neutronics	Clause 1.1 of amended RFP may be referred in this regard and "media" means catalogues & user manual of the product
23	EMD		In page no 2 EMD mentioned as 12.70 L which is contradicting which should be considered	Tenderer should submit the EMD of ₹ 12,30,000/- in prescribed form and pt 6 in page 8 ofamended RFP document may be referred for details in this regard
24	Power supply shall be via built in batteries for the TRTL safes, ideally using 12V SMF batteries. There shall be provision of providing external DC power to the safe, incase of need. The safe shall be supplied along with a spare 12V SMF battery	M/s Guardwel Industries Pvt Ltd	Requires 230 V AC as primary input power and the system has an internal battery backup.	Refer Annexure E of amended RFP document in this regard.
25	For the panels, external power supply shall be provided by the Bank.		Requires 230 V AC as primary input power and the system has an internal battery backup.	Refer Annexure E of amended RFP document in this regard.
26	Adjustable delay period before sounding alarm, sending SMS		The SMS and call alerts are alert notification they need to be immediate and without any delay period for a timely response	Refer Annexure E of amended RFP document in this regard.
27	Last date for Submission of RFP document is mentioned as 28/03/2022	M/s Gunnebo India Pvt Ltd	Sir, Due to year and activity & Bc/other ctauses involved it will be very difficult to mobilize all the documents within a week and hence sincerely request you to postpone the last submission date.	Refer amended RFP document in this regard.
28	The Bidder should have supplied andinstalled the minimum qua ntity of 36 Nos of Class A TRTL safes to any Public Sector Banks/Scheduled Commercial Bank/ Financiallnstitutions inIndia in the last three years as on 31.03.2021 in a singleyear.		Request you to consider the cutoff date till 31.12.2027	Tender clause holds good.

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29	Masked price bid. This should be a photocopy of the actual Price Bid (Annexure D) with prices masked.	Please clarify on Masked price bid	Masked price bid is Format of price bid with indication of "quoted/not quoted" to be enclosed along with technical bid
30	EARNEST MONEY DEPOSIT: The tender should submit the Earnest Money DepositRs.12,30,000/- (Rupees Twelve Lakhs Thirty Thousand only) by way of Demand Drafts of a Scheduled commercial Bank issued in favour of Canara Bdnk, Circle office Hubli payable ot Hubli/BG issued by a Nationalized Bank other than Canara Bank to be eligible for submitting the Bid.	We have our account with ICICI bank and hence request you to add private bank as well .BG will be issued by ICICI itself. Also please clarify on BG validity period.	Refer pt.6,page 8 of amended RFP document in this regard.
31	SPLIT CLAUSE: The L1, L2 & L3 will be determined on the basis of the lowest price(Cost of safes + AMC charges for 5 years) in the Reverse Auction. L2 & L3 bidderswill have to match L1 price. The orders may be split between L1, L2 & L3 in theratio of 40% , 30% & 30% respectively. In case the L2, L3 bidders does not / cannotmatch the prices with the L1 bidder, under the RFP document there shall be an option to make an offer and negotiate with the L4 bidder and so on and so forth	Request you to consider 11,12,13 & L4 as well.	Tender clause holds good.
32	SCOPE CONTRACT: Su pply of Class A TRTL safe complying with IS 550 (Part-1): 2014 and maintenance for 6 years (Includ ing warranty period).	Kindly clarify on product required. How many A class safes and How many A Class with Bio metrics req uired.	Refer Annexure E of amended RFP document in this regard and RFP is for procurement of Class A TRTL safes without biometrics
33	The supply and delivery of the safes has to be completed within a period of 45 days from the date of receipt of the Purchase order by the bidder. The safes shou ld be made operational within 7 days from the date of supply.	Request you to extend the period. It will be difficult to supply with in 45 days. We need 4-5 months based on the product finalized.	Tender clause holds good.
34	The delay on delivery and to make the safe operational will attract Liquidated Damages as per clause 7 of the terms & conditions of R FP.	Request you to amend the clause as mentioned above	Tender clause holds good.
35	Liquidity damages :0.5% of the tendered cost of the TRTL safes which is delivered late per week subject to a maximum of 5% of the tendered cost	Please amend the clause	Tender clause holds good.
36	The Bank, at its discretion may enter into Annual Maintenance Contract with the bidder.	Kindly clarify on AMC	AMC clause is removed from scope of work and amended RFP document may be referred for details in this regard
37	Dual authentication biometric login for key holders with electronic display, with capacity to store more than 5 users	Please confirm the Standard opening process for the safe, as per persr.No 13 safe need to have mechanical keys, so kindly provide a SOP for safe unlock operation	Refer Annexure E of amended RFP document in this regard
38	The system shall have a wirelessly integrated alarm system pa nel, capable of generating calls/SMS via GSM Module, in case of attack, duress, low battery etc. (SIM card shall be provided by the Bank)	Please provide the definition of "alarm system" along with the block diagram of the system explaining the various components required to function the system as this is not clear.	Refer Annexure E of amended RFP document in this regard
39	In-built alarm generating capacities, with internal battery backup and wireless transmitting alarm system within the safe. There shall be external independent alarm system configured with the safe with receiver, alarm panel, hooters etc	Please define the alarm generating capacities in detail, and what information has to be sent to wireless alarm system,please provide the technical specifications of the alarm system, and the make and model of the type of alarm system	Refer Annexure E of amended RFP document in this regard
40	On burglary attempts, the safe shall trigger an alarm via a hooter and sends an alert to a minimum of 5 registered mobile numbers. During d uress situations, the safe sha ll have built in systems to send silent alarm to minimum of 5 registered mobile numbers	Please note that during burglary attempt if hooter is triggered the burglar can panick and it may casue mishap, to avoid this situation immediate silent alarm like SMS and call is recommended to ensure timely response.	Refer Annexure E of amended RFP document in this regard

अंचल कार्यालय, हुब्बल्लि
PREMISES & ESTATE SECTION CIRCLE OFFICE
CANARA BANK

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41	The panel shall have provision for silence key,reset key		Please clarify the application and casue and effect logic of the mentioned keys.	Refer Annexure E of amended RFP document in this regard
42	Power supply shall be via built in batteries for the TRTL safes, ideally using 12V SMF batteries. There shall be provision of providing external DC power to the safe, in case of need. The safe shall be supplied along with a spare 12V 5MF battery		Our safe works on 230 VAC and has internal battery backup	Refer Annexure E of amended RFP document in this regard
43	For the panels, external power supply shall be provided by the Bank		For safe external power supply will be provided by bank	Refer Annexure E of amended RFP document in this regard

REQUEST FOR PROPOSAL (RFP)
FOR
"SUPPLY OF CLASS A TRTL JEWEL SAFES
TO
VARIOUS BRANCHES IN OUR HUBBALLI CIRCLE"

RFP REFERENCE NO	: HUB/TRTL/1/2022
DATE OF RFP DOCUMENT	: 07/03/2022
DATE OF PRE BID MEETING	: 17/03/2022 at 11.00 AM
LAST DATE FOR SUBMISSION OF RFP	: 11/04/2022 (UPTO 3.00PM)
DATE OF OPENING OF TECHNICAL BID	: 11/04/2022 (AT 3.30PM)

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ISSUED BY : DEPUTY GENERAL MANAGER
CANARA BANK
GENERAL ADMINISTRATION SECTION,
CIRCLE OFFICE, HUBBALLI

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Contact Numbers : 0836-2239424/433/434

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