

**Annexure -2**

**Clarification on Pre-Bid queries of Tender invitation for the supply of Imaging and Radiology Equipments on Rental / Long term lease basis**

**Pre Bid Meeting Date: 30th August 2016,**

**Time: 14:00 Hrs**

**Venue: HLL Corporate Head Office, Trivandrum**

<b>Sl. No.</b>	<b>Clause in Bid Document</b>	<b>Page No.</b>	<b>Issue/ tender clause/ Query</b>	<b>Suggestion</b>	<b>Clarification by HLL</b>
1	1 - Eligibility criteria	5	Should be restricted to OEMs – any firm or any individuals must not be allowed to quote	<ul style="list-style-type: none"><li>• HLL should specify that - Bidder should only be an OEM /Authorized representative of the OEM.</li></ul>	Can't be considered
2	2 - number of equipment	5	Demand forecast for various categories of equipment across years not mentioned	<ul style="list-style-type: none"><li>• HLL to specify the requirement for 2016/17 and 2017/18.</li><li>• OEMS can install as many equipment as desired by HLL. Forecast will only help us plan better.</li></ul>	Attached as annexure in the bid amendment document
3	3 - EMD	5	EMD value is insignificant and would encourage frivolous bidders	<ul style="list-style-type: none"><li>• EMD should be 2.0 - 2.5% of the quoted value in form of DD/PBG</li></ul>	Can't be considered
4	4 – quotation parameters	5	Several parameters mentioned which will make it difficult to short list the winning bidder.	<ul style="list-style-type: none"><li>• HLL to clearly specify that the Supply of equipment should be monthly rental per equipment type.</li><li>• Lease rental/pay per use to be deleted as it is not feasible in this scenario.</li></ul>	The lowest quoted eligible bidder will be selected

5	2 - Specifications desired by HLL	5	Specification of the various equipment is not mentioned. Equipment configuration and its associated price would vary greatly within the equipment type.	<ul style="list-style-type: none"> <li>• Pricing varies as per the specification decided and hence very difficult to quote a value without knowing the specification</li> <li>• Request HLL to mention broad / key specifications for each equipment type and applications that would be required from them.</li> </ul>	Broad specification is attached as annexure in the amended bid document
6	5 - Quoted rental validity period	5	Since the quotes are asked in INR, it is extremely difficult to give the quotations which are valid for five years. (due to forex rate fluctuations and int. rate changes)	<ul style="list-style-type: none"> <li>• Quote validity should only be for 180 days. Can be reviewed / extended based on mutual agreement.</li> <li>• Quoting for each equipment type should only be with one parameter (bid deciding factor) i.e. monthly rental.</li> </ul>	The quoted rentals/ lease rentals vide this tender shall be valid for a period of two year from the date of opening of the bid. The quote shall be on a basic rate plus applicable taxes basis (both components separately quoted) .
7	5 - Operating & financial bids to be quoted	5	Leasing models may not be feasible for this project.	<ul style="list-style-type: none"> <li>• Please remove this clause. Leasing may not be feasible for this project.</li> </ul>	Can't be considered.The offer is restricted to Rental/ Operational lease and Financial lease
8	6 - Bids to be inclusive of installation, transportation costs etc.	6	The installation, transportation costs are also significant, specifically as a fraction of cost.  Further, since these are mostly SICOI transactions, consignee needs to be known	<ul style="list-style-type: none"> <li>• Please indicate a list of potential sites where equipment are required.</li> </ul>	Can't be considered. Demand forecast for FY 2016-17 & 2017-18 is given in the amendment

9	9 - Insurance coverage	6	Insurance cover provisions not clearly defined.	<ul style="list-style-type: none"> <li>OEM insurance cover will be till installation only. Post which HLL will have to obtain the insurance.</li> </ul>	The bidder has to provide insurance for the equipment for the entire leasing/ rental period
10	10 - Retention money	6	What is the quantum of the retention money? When will be the money released	<ul style="list-style-type: none"> <li>Please specify the amount of retention money in INR per equipment.</li> <li>HLL to add that - Retention Money to be released after commissioning of equipment.</li> </ul>	The successful bidder has to submit a performance security for each equipment in the form of Bank Guarantee from a nationalized bank valuing at least 10% of the equipment value, valid for the entire period of contract. This shall be submitted within 21 days of receiving of Notice for Award of Contract, failing which the EMD may be forfeited and the Contract may be cancelled.
11	6 - Taxes & duties	6	Future changes in policy and tax rates not covered which is critical for a long term procurement.	<ul style="list-style-type: none"> <li>Please clearly mention that any change in statutory duties and taxes from 2016 to later years should be adjusted at the actual rates during the years of procurement as applicable from case to case and from time to time.</li> <li>Changes in tax structure/Import duty if any that would be applicable on the equipment / spare parts, would be additional and would be payable by HLL as per actuals.</li> </ul>	The rate quoted is valid for to 2 years. That can be considered on case to case basis.
12	14 – Payment Terms	6		<ul style="list-style-type: none"> <li>Contract period for each individual equipment should start on commissioning of the respective equipment. Please specify delay penalty if HLL fails to pay by 5th of every month.</li> </ul>	Yes. Cannot be considered

13	Suggestion	NA	Termination clause and termination payments	<ul style="list-style-type: none"> <li>• Please specify a minimum lock in period / assurance to the bidder.</li> <li>• HLL should specify termination clause explicitly.</li> <li>• OEM should be compensated for the full value of equipment and should be given termination payment which is equivalent of the NPV of all the unpaid installments as on the termination date and all his other liabilities regarding this Project.</li> </ul>	Termination clause included
14	Suggestion	NA		<ul style="list-style-type: none"> <li>• Rental for the equipment would be for a maximum period of 5 years or less depending on the equipment life.</li> </ul>	Minimum 5 years can be extended up to 7 years depending upon the condition and performance of system.
15	Suggestion	NA	<p>There is no payment assurance or payment guarantee mechanism</p> <p>Without payment guarantee it is impossible for OEMs to supply the equipment on deferred payment?</p>	<ul style="list-style-type: none"> <li>• HLL to open a BG as payment security towards equipment supplied by OEMs.</li> <li>• HLL to upfront pay 20% amount of the standard market price of each equipment type as advance payment or one-time establishment cost to be paid to the OEM for each equipment at the time of placing the order.</li> </ul>	Cannot be considered. HLL will execute a detailed agreement covering all these aspects with successful bidder.