



एचएलएल लाइफ़केयर लिमिटेड
(भारत सरकार का उद्यम)

**RFP for Providing IT Consultancy & Implementation for
Establishing an Integrated Logistics Network connecting
Pharma Retail Outlets & Diagnostic Centers of HLL
Lifecare**

HLL/IT/LOGISTICS/2013-14/1

Pre-Bid Clarifications Dated 3rd August 2013

Innovating for Healthy Generations

स्वस्थ पीढ़ियों के लिए नवान्वेषण

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Attendees

- M/s. Tata Consultancy Services
- M/s. Broadline computer systems
- M/s. KPMG

Inclusions in the published tender

- Definition of Pilot implementation : 25 % of the existing locations as on date of award
- Definition of Final implementation : 100 % implementation in all existing locations at the time of completion
- Page 10 point c: **Manufacturing plan** replaced by comprehensive supply plan covering all the locations

Omissions declared from the published bid

1. Page 10 point d: **Distribution plan** factoring the requirements of storage and supply of generic drugs, contraceptives and other healthcare commodities to the central and state Governments need to be proposed.
2. Page 11 point f ;- HLL also does kitting activities for various state and central government health programmes. Hence, the kitting operations need to be included.
3. Page 11 point g : The movement of the vehicles should also be tracked using GIS and the exact location of the vehicle should be arrived at based on the GIS coordinates
4. Page 10 c. **Manufacturing plan** highlighting the estimated manufacturing capacity requirement over & above these 5 years. The manufacturing plan should consider the various forms of production viz In-House, Outsourced and a mix of in-house and outsourced production (leasing, loan licensing etc.) with recommendations on the quality assurance aspect to be adhered to when out-sourced.

Tata Consultancy Services

1	Whether the bidder is responsible for operating the proposed system?	
	HLL Reply	The system will be operated by HLL or will be outsourced. All practical purposes the s/w supplied will be HLL's property
2	To what extent integration required with SAP?	
	HLL Reply	Upload the cumulative figures in SAP at the end of business hours every day or in specified intervals from each locations.
3	Whether payments need to be initiated from SAP?	
	HLL Reply	Payments will be made from the proposed system, not from SAP.

Broadline computer systems

1	How the system needs to integrate?	
	HLL Reply	Separate system should be provided at each location and successful bidder need to suggest how to integrate these locations
2	Procurement plan – centralized or decentralized?	
	HLL Reply	Provision should be there for centralize or decentralize depending on the quantity and location. Where ever possible centralized procurement should be done.
3	Generic drugs procurement	
	HLL Reply	HLL may source from outside or some time manufacture internally evaluating the price factor involved
4	How HLL needs to treat in case of manufacturing HLL?	
	HLL Reply	HLL will be one of the suppliers, no stock transfer; can be treated as a vendor.
5	Manufacturing plan: whether Operation part under the scope?	
	HLL Reply	Operation part not under the scope
6	Page 11 –I point; what meant by “accounting systems”?	
	HLL Reply	“accounting system of HLL”
7	Page 12 point e: Retail pharmacy – Product pricing varying or not?	
	HLL Reply	Pricing will be differential for each outlet
8	Page 12 Credit sales to schemes and other government hospitals. ?	
	HLL Reply	Discount schemes are different for different hospitals
9	Page 12 Provision for receiving advances from Customers?	
	HLL Reply	This is for DC for implants
10	Page 15 Product entry centralised and decentralized ;	
	HLL Reply	Provision for centralise or decentralise depends on the quantity and region
11	Page 15 Scheduling of physical verification	
	HLL Reply	Perpetual process
12	Hardware specification and man power requirements	
	HLL Reply	Specification not to come along with the RFP, it is a deliverable. Its cost not part of evaluation

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