

Representations/Queries after Prebid on 06.02.2014 with Response for Ambulance Tender

Ref Tender Enquiry No: HLL/PCD/CATS/NCT-RT/01/13-14

Sl.No	Name of Bidder	Name of the Item	Tender Specification as per Tender Enquiry	Representations/Queries received from bidders	Response to the Bidders
1	Instromedix	Warranty	Warranty will be inclusive of all spares, but exclusive of Tyres and wear & tear of windscreen, window & door glasses. Batteries for vehicle & any other equipment will cover standard manufacturer's warranty. However, warranty for medical equipment will also include cables, accessories including rubber, glass items etc.	The warranty should not include the cables, sensors & other accessories subjected to misuse	No change considered
2	Instromedix	Technical Specification	Excluding vehicles in which the body structure is made of sandwich panel elements as per specifications prescribed in this document, the interior panelling of the patient compartment including sidewalls, partition between patient cabin and driver cabin, roof, door panels and all other surfaces in the patient compartment should be made from long life superior quality UV-resistant ABS unless mentioned otherwise. There should be PUF / PU insulation, minimum 12 mm thick between the outer and inner panels of these vehicles for reduction of heat and noise within the patient compartment. The insulating material should be non-toxic, non-settling type, vermin proof, mild dew proof and non hygroscopic. The ABS wherever used, should have the following characteristics: -Thickness – minimum 3.0mm -Inbuilt colour -Fire retardant as per IS - 6746 of 1988 or latest equivalent as applicable	Instead of ABS, ABS/FRP should be allowed	No change considered
3	Instromedix	Scoop Stretcher	2. Scoop Stretcher (i) Net weight: <10 Kgs (ii) To be supplied with a mountable & detachable 'Double Head Immobilizer' (iii) Should be European CE or US FDA certified	Scoop stretcher-mountable & detachable, double head immobiliser should be deleted	No change considered
4	Instromedix	Transport Ventilator	Wall Mounted Pneumatic/Turbine based Transport Ventilator	Transport ventilator should either ask for Pneumatic or Turbine based ventilators, turbine based ventilators are more suitable.	No change considered
5	Instromedix	Mount		All mounts should be good quality to bear the load of equipment and should not require certification	No change considered

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6	Instromedix	Semi-automatic External Defibrillator (BLS Only)	Semi-automatic External Defibrillator compliant with American Heart Association 2010 Guidelines	Energy requirement of at least 200 joules should be asked	No change considered
7	Instromedix	Suction Pump	11. Suction Pump (electronic) (iii) Suction capacity of minimum 30 litre per minutes (ix) Should be European CE or US FDA certified	Suction pump, suction capacity should be amended to 20 ltr/hr	No change considered
8	Instromedix	Payment Terms	--	LC should be allowed for at least 90% payment	No change considered
9	Instromedix		Due date for submission of bids	Extension of time for submission should further be extended by 15 days (up to 15 march 2014)	No change considered
10	BVG India Ltd.	Qualification criteria	The tenderer must have satisfactorily supplied at least 50% of the tendered quantity of ambulance (total tender quantity of ALS and BLS taken together) during last three completed financial years. The details must be given in the Proforma 'A' attached. The tenderer must submit documentary evidence in support of their claim like purchase order copy with excise invoice, end user certificates, etc.	The qualification criteria of supplying at least 50% of required quantity, is it cumulatively over the period of last 3 financial years or individual years. We request you to allow it as over 3 cumulative years	The condition specifies 50% quantity cumulatively during last 3 financial years only.
11	BVG India Ltd.	Qualification criteria	The tenderer must have satisfactorily supplied at least 50% of the tendered quantity of ambulance (total tender quantity of ALS and BLS taken together) during last three completed financial years. The details must be given in the Proforma 'A' attached. The tenderer must submit documentary evidence in support of their claim like purchase order copy with excise invoice, end user certificates, etc.	The qualification criteria for performance/experience should also include the pendencies of the current financial year. This will allow suppliers who were not active earlier also to participate. This will also result in a better participation and fair competition.	No change considered
12	BVG India Ltd.	Qualification criteria	2.1 The Consortium agreement shall clearly detail the following: a. identify the 'OEM of Monocoque /Chasis Vehicle Manufacturer' or its Indian agent/counterpart in case of foreign vehicle manufacturer or 'Ambulance Fabricator' as the lead partner. The lead partner shall be held overall responsible for the execution of the order and other clauses per se in case the other partner falters from the terms of agreement or goes bankrupt.	In case of consortium, the members should have the privilege of nominating the lead partner	Yes, the members have the full privilege of nominating the lead partner

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13	BVG India Ltd.		Due date for submission of bids	Additional 2 weeks time should be allowed for submitting the bid from the present due date of submission.	No change considered
14	MGM Associates	Qualification criteria	the average annual turn-over of each of the consortium partners should be at least Rs. 15 Cr. in the last three completed financial year in the relevant business A Chartered Accountant's certificate (along with its registration number) in this regard must be enclosed for each consortium partner.	The Combined average annual turn-over of the consortium partners should be at least Rs.25 Cr. In the last three completed financial year in the relevant business & for the other partners in the last three financial years in the relevant business should not be less than Rs.10 Cr.	Changes being amended
15	Aeon Medical	Uptime Warranty	Uptime Warranty: During the warranty period, bidder shall maintain 95% uptime of the ambulance calculated on annual basis. Time for scheduled maintenance shall be excluded for computation of uptime warranty. Failure to meet uptime shall render supplier liable for penalty @ 0.1% per day of the total cost of the vehicles not meeting the uptime warranty. In case of exceptional circumstances, like accident, damage by crowd, etc. the bidder may seek exempting downtime calculation which may be at the discretion of the Director, Centralised Accident & Trauma Services (CATS).	Page 26, 12.10 - The deduction of time on account of situations mentioned should be automatic and no discretion should be enforced here. For any other genuine reasons not mentioned here may be left to the discretion.	Changes being amended
16	Aeon Medical	Payment Terms		Page 28, D: LC as a mode of payment must be permitted	No change considered
17	Aeon Medical	General Technical Terms	Note2: General: Bidders are requested to make sure that they should attach the list of equipments for carrying out routine and preventive maintenance wherever asked for and should make sure that Electrical Safety Analyzer / Tester for Medical equipments to periodically check the electrical safety aspects as per BIS Safety Standards IS-13540 which is also equivalent to IEC electrical safety standard IEC-60601 is a part of the equipments. If the Electrical Safety Analyzer/Tester is not available they should provide a commitment to get the equipments checked for electrical safety compliance with Electronic Regional Test Labs / Electronics Test and Development Centres across the country on every preventive maintenance call.	Page 36 Note 2 Should be limited to the manufacturer recommendation and guidelines only.	Being considered and note no. 2 is being deleted (Please refer amendment)

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18	Aeon Medical		Air-Conditioning To ensure proper ventilation in case of AC failure, at least two of the patient compartment windows should be open able when required.	Page 43, Air Conditioning, Last line: To ensure proper ventilation in case of AC failure, at least two of the patient compartment windows should be open able when required? Does the partition window can be one out of it?	Changes being amended
19	Force Motors	Tender Process		As a OEM of Monocoque vehicle Manufacturer, it is very difficult for us to quote with Medical equipments. Considering this kindly waive off supply of Medical equipments from tender and tender should be with vehicle + fabrication only or there should be one tender for base vehicle and another tender for Fabrication work + Medical equipments.	No change considered
20	Force Motors	Warranty	Comprehensive Warranty: The Comprehensive warranty of vehicle shall remain valid for a period of 3 (three) years or 1.1/2 (one and a half) lac kilometres, whichever is earlier and 3 years Comprehensive warranty on fabrication and all other equipments including medical equipments. Warranty will be inclusive of all spares, but exclusive of Tyres and wear & tear of windscreen, window & door glasses. Batteries for vehicle & any other equipment will cover standard manufacturer's warranty. However, warranty for medical equipment will also include cables, accessories including rubber, glass items etc	It is very difficult to provide comprehensive warranty of 3 years or 1.5 lacs Kms whichever is earlier for BS-IV vehicles. Warranty on ambulances should be as per Manufacturer standard warranty terms and conditions i.e 1.5 years or 1.5 Lacs Kms. Kindly amend the clause accordingly. – Page No. 26, 12.2.	No change considered

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21	Force Motors	Uptime Warranty	Uptime Warranty: During the warranty period, bidder shall maintain 95% uptime of the ambulance calculated on annual basis. Time for scheduled maintenance shall be excluded for computation of uptime warranty. Failure to meet uptime shall render supplier liable for penalty @ 0.1% per day of the total cost of the vehicles not meeting the uptime warranty. In case of exceptional circumstances, like accident, damage by crowd, etc. the bidder may seek exempting downtime calculation which may be at the discretion of the Director, Centralised Accident & Trauma Services (CATS).	Kindly waive of following clause: - Page No. 27, 12.10. Uptime Warranty: During the warranty period, bidder shall maintain 95% uptime of the ambulance calculated on annual basis. Failure to meet uptime shall render supplier liable for penalty @ 0.01% per day of the total cost of the contract.	No change considered for the requested part by the bidder
22	Force Motors	CMC	CMC (Comprehensive Annual Maintenance Contract) 4.1 The Tenderer shall provide five year Comprehensive Annual Maintenance Contract after the completion of comprehensive warranty period on Complete Fabrication work and all equipments mentioned in the Technical Specification in Section-V of the tender documents except vehicle.	Kindly waive of following clause: - Page No. 35, Sr. No.1 The Tenderer shall provide five year Comprehensive Annual Maintenance Contract after the completion of comprehensive warranty period on Complete Fabrication work and all equipments.	The request is considered. Please refer amendment.
23	Force Motors	Alternative Tenders	Alternative Tenders Only one tenderer is permitted to quote for the same manufacturer irrespective of models.	Amend the Clause No.14.2 – Page No.12 - allow us to give authorization to more than one agent / fabricator for participation in the tender on behalf of OEM.	No change considered
24	Force Motors	EMD	The earnest money, if submitted in form of Bank Guarantee, shall be valid for a period of one year from Techno-Commercial Tender opening date.	As per Clause No. 17.4, page No.14, BG validity towards earnest Money should be valid for 1 year. Kindly amend the clause by mentioning BG validity up to bid validity + some grace period. After receipt of order we will submit PBG hence EMD BG validity should not require for 1 year.	No change considered. The same was clarified during the meeting

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25	Force Motors		If the quantity has not been increased at the time of the awarding the contract, the purchaser reserves the right to increase by up to twenty five (25) per cent, the quantity of goods and services mentioned in the contract (rounded of to next whole number) without any change in the unit price and other terms & conditions mentioned in the contract, during the currency of the contract.	We require clarification on Currency of Contract (i.e Contract period) – Page No. 19, Sr. No. 35.2.	The same was clarified during the prebid meeting and no change considered.
26	Force Motors	Qualification criteria		If we give authorization to our dealer / agent for supply of Base vehicle with our warranty terms and conditions instead of giving authorization to dealer / agent for participation in the tender on behalf of OEM, kindly inform is it acceptable to Department.	No change considered
27	Force Motors	Qualification criteria		Option for quoting OEM with service provider by making consortium Agreement.	There is no partner defined in the QC as 'Service Provider' but "OEM of Monocoque/ Chasis Vehicle Manufacturer or its Indian agent/counterpart in case of foreign vehicle manufacturer with an "Ambulance Fabricator" and/or "Medical Equipment Supplier" as mentioned in Para 2.0 in QC (sec-VII).
28	Force Motors	Qualification criteria	Identify the 'OEM of Monocoque /Chasis Vehicle Manufacturer' or its Indian agent/counterpart in case of foreign vehicle manufacturer or 'Ambulance Fabricator' as the lead partner. The lead partner shall be held overall responsible for the execution of the order and other clauses per se in case the other partner falters from the terms of agreement or goes bankrupt.	It should not be mandatory that OEM should be the lead partner. Lead partner may be Service provider or body fabricator. We require confirmation from you.	As above