

TENDER REFERENCE : COJPR/RFP/TRTL/53/2022 DATED 05.05.2022 Subject : Supply of TRTL Class A/BB Jewel Safe for branches under Jaipur Circle Office PRE BID MEETING HELD ON 23.05.2022 VIA GOOGLE MEET					
S.No	Page No.	Tender Clause No	Tender Clause	Query	Reply By Bank
1	2&3		Bid Schedule	Request for a training session for seeking clarity & methodology in CO/JPR/RFP/TRTL/53/2022 dated 05.05.2022 for participation & submission of BID through the agency	For any queries, Bidder can directly contact abcprocure. Contact details already given in RFP.
2	4	1	The Bidder should have minimum experience of 5 years as on 31.03.2021 in the activity of supply of TRTL safes	Request to review and amend the minimum experience of 5 years in the activity of TRTL safe of minimum 10 year in the activity of TRTL class A/BB safe as per RBI Guidelines	No Change
3	4	3	The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL (class A/ class BB) safes certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.	Request to mention that the annual turnover of 50 cr each year from sale of safes during the last three financial year must only be for the items called for in the RFP Class A /BB And rather not the annual turnover of an organisation be considered as it does not specify for true representation of the capability of a supplier in executing the items asked in the RFP.	Annual Turnover of Rs.30 Crore each year from sales of TRTL and other TRTL products certified from CA during financial year 2018-2019, 2019-2020, 2020-2021. However 50% turnover should be towards TRTL Safe Class BB and Above.
4	5	5	The Bidder should have supplied and installed the minimum quantity of 12 Nos of Class A & minimum quantity of 160 Nos of Class BB TRTL safes to any Public Sector Banks/ Scheduled Commercial Bank/ Financial Institutions having RBI license in India in the last three years as on 31.03.2021 in a single year.	Request to state that each bank have their procurement process wherein orders are placed with either OEM or its authorised sale/service providers for suppliers hence seek validation for submission of proof of deliveries along with the purchase order copies through authorised sales/service providers along with that of OEM to be considered	If OEM is applying for bidding, PO placed by authorised dealer can be considered subject to production of required proof to substantiate the claim along with proof of payment for the items mentioned in the PO.



5	5	6	The Bidders desirous of quoting should have their own manufactured brand and plant in any part of India for the security equipment and should have a permanent office in Rajasthan. Original Equipment Manufacturer (OEM) can also apply through one of their authorized dealer in Rajasthan	Request to seek clarification on participation and submission of RFP through authorised dealer of OEM wherein the credentials of the participating agency will only be considered or would those of OEMs be considered on behalf of participation by the authorised dealer.	If OEM is applying for bidding, PO placed by authorised dealer can be considered subject to production of required proof to substantiate the claim along with proof of payment for the items mentioned in the PO. If dealer is applying for bidding, dealer must pass all the eligibility criteria individually.
6	5	7	The bidder should not be a blacklisted/debarred company for the past 5 years from the date of submission of RFP by any Government Department /Financial Institution/ Public sector Units/Scheduled Commercial bank in India.	Request you to include the clause of minimum time frame of atleast past 10 years (as per the guidelines) from the date of submission of RFP for giving an undertaking w.r.t blacklisting /debarred of the company as OEM.	No Change
7	5		The Bidder registered/ Empanelled with Public sector Bank's/ Scheduled Commercial Bank's/ FI's/RBI related to TRTL Safes should submit a valid certificate from the respective authorities.	Request to include empanelment with public sector bank/scheduled commercial bank FI RBI related to TRTL safes from atleast 7 institutions along with the valid certification issued from authorities to be annexe in the BID	The Bidder should be registered/ Empanelled with atleast 03 Public sector Bank's/ Scheduled Commercial Bank's/ FI's/RBI related to TRTL Safes should submit a valid certificate from the respective authorities.
8	13	17	Provision for MSEs	Request to clearly specify & include the submission for category type of registration certificate specifically for the items called for RFP Class A Class BB	NO change
9	16	3.1	TRTL class A -within 30 days of from the date of acceptance of purchase order. TRTL class BB- 50% within 45 days and remaining 50% within 60 days from the date of acceptance of PO	Request you to renew and reconsider the delivery period for this large quantum of safe called for RFP and grant time extension for completing the supplies within 90days from the date the date of signing the agreement.	Delivery time for Class A - 30 Days . Delivery for 50% of class BB in 55 days and delivery of remaining 50% within 70days from the date of work order.



10	21	14	The bidder should be capable of meeting the service & support standards as specified in this RFP. Service support should be available during all Bank working days/ hours.	Request you to formulate a service level agreement which must be bidding upon the successful bidder for ensuring timely & effective services. We request to seek details of SOP for complaint registration at Toll free centres/Service Centre for registration of a complaint by the branches along with details of service providers across the region of supplies called in the RFP seeking timely & effective response to concerns of local branches	Escalation matrix to be provided upto Level 3 for the Rajsathan State
11	5	5	The Bidder should have supplied and installed the minimum quantity of 12 Nos of Class A & minimum quantity of 160 Nos of Class BB TRTL safes to any Public Sector Banks/ Scheduled Commercial Bank/ Financial Institutions having RBI license in India in the last three years as on 31.03.2021 in a single year.	Allow for any combination for TRTL safes i.e. A and BB and AA and AAA Also allow for Calendar year i.e. Jan 2021 to Dec 2021	The Bidder should have supplied and installed the minimum quantity of 12 Nos of Class A & Above Class & minimum quantity of 160 Nos of Class BB & Above class BB TRTL safes to any Public Sector Banks/ Scheduled Commercial Bank/ Financial Institutions having RBI license in India in the last three years as on 31.03.2021 in a single year.
12	36	9	Shooting Bolts: For better security against brutal attack on the Safe, irrespective of its class, the Safe should have at least four shooting bolts on the hinge side, four bolts on the side opposite to hinge side and two bolts each on top and bottom sides. Only on the hinge side of the door, instead of four shooting bolts a single continuous bolt of sliding or fixed nature making engagement into the body for at least two-third of the internal height is also acceptable.	As per BIS guidelines top and bottom shooting bolts is not compulsory, request you to allow safe without top and bottom shooting bolts.	No Change



13	4	3	The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL (class A/ class BB) safes certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.	with reference to all the circle office tender of Canara bank they have set the turnover for sales of safes and security equipment as a pre qualification criteria in their tender and not only for sales of TRTL. Moreover we would like to draw your attention that the eligible and competent vendor should be given fair chance. we also request you to kindly refer to the CVC guidelines on the requirement of turnover. therefore we humbly request you to consider turnover of all the security equipment. we as MSME have done fairly good business in last few years and have supplied many safes. Hence it is totally justified on our part to be qualify ourselves	The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL safes and other TRTL products. certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.
14			The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL (class A/ class BB) safes certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.	We have observed that as per previous tenders of various circles of Canara Bank the turnover were 10 crores and above , still there was no participation , the turnover of 10 crores is tough and would once restrict participation of small and technically capable BIS Licence holders. We humbly request you to kindly relax the turnover criteria in the re-tender in order to promote competition. Our suggested figure is 5 crores annual turnover (per year) or 9 crores turnover (average	The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL safes and other TRTL products. certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.
15			The Bidders desirous of quoting should have their own manufactured brand and plant in any part of India for the security equipment and should have a permanent office in Rajasthan. Original Equipment Manufacturer (OEM) can also apply through one of their authorized dealer in Rajasthan	We request you to allow OEM for bidding directly as dealers do not have the capacity to match PREQUALIFICATION CRITERIAS given in the tender , however we can mention our dealership agreement regarding service to Canara Bank in the state of Rajasthan with our authorised dealers.	No Change.
16			Mode of Tender	we request the bank to float this tender on GEM PORTAL as per mandate of government of India via DPE/1 4(5)/2020-Fin. Dated 5th August 2020. All the terms and condition if required can be floated through GEM Custom Bid option.	Since we are adopting Reverse auction hence we are going through online bidding.



17			The Bidder must have a minimum Annual Turnover of Rs.30 Crores each year from sales of TRTL (class A/ class BB) safes certified from CA during financial years 2018-2019, 2019-2020, 2020-2021.	Since Class BB and Class A are separately licensed and the evaluation in the given tender is not "total value wise" we request you to have separate turnover and minimum experience criteria as per tendering rules. Else change the L1 evaluation to "total value wise" and convert it to bunch bid.	No Change
18	5	5	Purchase order copies issued by the Bank/ Banks, Financial Institutions, Government organizations. Satisfactory delivery certificate from the respective offices indicating the dates and quantities supplied in respect of the above mentioned purchase order.	Completion certificate not obtained. Only delivery challan available	Bidder to submit Purchase order copy, satisfactory delivery challan along with bill copy and proof of payment received.
19			Submission of EMD/BG	Whether online copy can be submitted.	NO. Hard copy to be submitted as per RFP.

s/d Deputy General Manager



