केनरा बैंक Canara Bank
भारत सरकार का उपक्रम
A Government of India Undertaking
सिंडिकेट Syndicate

REPLY TO PRE-BID QUERIES

"SUPPLY OF CLASS A TRTL JEWEL SAFES TO VARIOUS BRANCHES UNDER KOLKATA CIRCLE OFFICE"

Ref. No.: RPF/26/KOL/TRTL/2022 DATED 01.03.2022
PRE-BID MEETING HELD ON 06.04.2022

Sl no	Tender Clause	Amendment Requested	Bank's Reply
1	The Bidder must have a minimum Annual Turnover of Rs. 10 Crores each year from sales of safes, security equipment during last three financial years i.e. 2018-2019, 2019-2020, 2020-2021	Request to change Annual Turnover value each year to **Rs.75 crore** from sales of safes, security equipment's during last three financial years i.e. 2018-2019, 2019-2020, 2020-2021.	Bidder to comply with RFP terms
2	The Bidder should have supplied and installed the minimum quantity of 40 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.	The OEM should have manufactured minimum quantity to**1000 Nos** of TRTL safes in the last three years as on 31.12.2021 in a single year. CA certificate to be attached.	Bidder to comply with RFP terms
3	The bidder should not be a blacklisted/debarred company as on the date of submission of RFP by any Government Department /Financial Institution/Public sector Units/Scheduled Commercial bank in India.	Kindly share the time frame for blacklisting/debarring clause.	No time frame. Bidder to comply with RFP terms i.e. Bidder should not be blacklisted on the date of submission of RFP.

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4	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 bidders will have to match L1 price. The orders may be split between L1& L2 in the ratio of 60% & 40% respectively. In case the L2 bidder does not / cannot match the prices with the L1 bidder, under the RFP there shall be an option to make an offer and negotiate with the L3 bidder and so on and so forth.	Request to consider L4 as well, please split between L1,L2,L3 & L4 as well. Kindly share the ratio of L1:L2: L3:L4	Bidder to comply with RFP terms
5	Indicative Price bid & Bill of Material	We request you to kindly allow price bid submission whether it is indicative/actual at the time of reverse auction for the qualified bidders only.	It is indicative price only. The indicative price bid of only the technically qualified bidders will be opened on a pre-notified time & date, under intimation to such qualified / shortlisted applicants. Thereafter, Bank will fix a start price and conduct reverse auction among the technically qualified bidders.
6	Details of Tentative Locations where the TRTL safes will be deployed, Class A,West Bengal, Sikkim and Andaman & Nicobar Region	Due to huge distance and transportation constraints, please consider extra Transportation cost at actuals at Andaman & Nicobar Islands.	Bidder to comply with RFP terms

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7	MSEs participating in tenders, quoting price within price band of L1+15% shall also be allowed to supply a portion of requirement by bringing down their price to L1 in a situation where L1 price is from someone other than MSE & such MSE shall be allowed to supply at least 20% of total tendered value. In case there are more than one MSEs within such price band and agree to bring down their price to L1, the 20% quantity is to be distributed proportionately among these Bidders.	Since these are high security items to be procured by the Bank, we request you to kindly reconsider the 20% supply criteria in favour of the MSE.	Benefits available for MSE will be applicable as per Govt. notifications/rule/directions. Bidders to comply with RFP terms
8	Earnest Money Deposit of Rs. ____________/- (Rupees ____________ only) by way of Demand Drafts of a Scheduled commercial Bank issued in favour of Canara Bank, Head Office/ BG issued by a Nationalised Bank other than Canara Bank payable at Bengaluru.	Kindly confirm if the EMD is payable at Kolkata	The tender should submit the Earnest Money Deposit of Rs. 8,00,000/- (Rupees Eight Lakh Only only) by way of Demand Drafts of a Scheduled commercial Bank issued in favour of Canara Bank payable at Kolkata /BG issued by **a Scheduled commercial Bank** other than Canara Bank to be eligible for submitting the Bid
9	OEM can also apply through one of their authorized dealer	Dealer is not a permanent entity, and there are lot of incidents where different vendors have removed their dealers and have taken on board new partners, but Company should ideally be a permanent entity. Thus, bank should not allow such a vendor, who is not having their registered office in West Bengal, to participate in this tender just through their dealer.	Bidder to comply with RFP terms

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10	The bidder should not be a blacklisted firm as on date of tender submission	Any such bidder who have been blacklisted in last 10 years or so, should be questioned about their credential, and thus bank should not relax this clause so much, rather it should keep a tab on such vendors who have been blacklisted or barred from any banks or govt. institutions in last 10 years.	Bidder to comply with RFP terms
11	EMD of Rs. 8 Lacs in the form of BG	Pl specify the validity period of this BG	12 Months
12	LD for delay in supply	Since deliveries will happen to all corners of West Bengal, Sikkim, and may be in A&NI Islands, and product being a very bulky and technical in nature, we urge to extend the delivery schedule to 60 to 75 days (from 45 days as per the RFP), after which LD should be imposed.	The supply and delivery of the safes has to be completed within a period **of 45/60 days** for **West Bengal & Sikkim /Andaman & Nicobar** Region 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 delivery of safe.
13	Charges including delivery and installation	Whereas in all locations, the charges as would be quoted in the financial bid will be adhered to, but for locations in A&NI Island, bank has to bear the delivery charges at actual, in addition to the product cost.	Bidder to comply with RFP terms
14	Power supply through battery	Uninterrupted power supply to the safe should be ensured through UPS to be provided by the bank, along with inbuilt battery backup provided by the vendor	Clause already removed. Pl ref our corrigendum dated 22.03.2022

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15	Delivery certificate from the respective offices indicating the dates and quantities supplied in respect of the above mentioned purchase order.	We have supplied the required quantity, but it will be difficult for us to get satisfactory delivery certificates from all the locations as they are spread across the country. And there are some customers who are not willing to give any such letters. Hence We can provided the satisfaction certificate where ever possible or we can give All PO copies of "A" Class safe	Any valid document confirming delivery of Class A TRTL Safes will be accepted. Only PO will not be accepted as it does not confirm delivery. We need PO and confirmation of delivery.
16	The Bidder must have a minimum Annual Turnover of Rs. 10 Crores each year from sales of safes, security equipments during last three financial years i.e. 2018-2019, 2019-2020, 2020-2021.	For better financial standing and reliability of an OEM, We suggest that the average annual turnover should be not less than 20 Crores, So that there is a proper backup in terms of sales & service.	Bidder to comply with RFP terms
17	The Bidder must have a minimum Annual Turnover of Rs. 10 Crores each year from sales of safes, security equipments during last three financial years i.e. 2018-2019, 2019-2020, 2020-2021.	We kindly request you to revise the turnover of pre-qualification to Maximum Gross Turnover of 5.40 crores.	Bidder to comply with RFP terms
18	The Bidder should have supplied and installed the minimum quantity of 40 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.	The minimum safes of supplied in a year for pre qualification shall be **"TRTL Safes" (class BB + class A) n**ot just Class A safes and shall be **26safes (80% of 30 safes) ,** as per Office Memorandum and Procurement Manual the product category shall be put , not the specific grade / size of the product.	Bidder to comply with RFP terms

केनरा बैंक CANARA BANK * प्र.का., कोल. C.O. Kol. परिसर एवं सम्पदा अनुभाग Premises & Estate Section

19	The Bidder must have a minimum Annual Turnover of Rs. 10 Crores each year from sales of safes, security equipments during last three financial years i.e. 2018-2019, 2019-2020, 2020-2021.	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, Startups MSME 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 procuments. Hence tender clause holds good in this regard.
20	Online Tender through e-Procurement portal https://canarabank.abcprocure.com	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 safes with condition of post delivery test, splitting the orders for ensuring the early delivery of safe to the needy branches, reverse auction (for better price discovery) and specific payment terms as detailed in the tender . Hence, Online Tender through e-Procurement portal is adopted with approval of competent authority. Online Tender through e-Procurement portal is also transparent process and valid as per CVC guidelines.

ALL OTHER RULES, DIRECTIONS, TERMS & CONDITIONS OF THE TENDER, REMAIN UNCHANGED

Date: 11.04.2022

sd/-
Deputy General Manager
Canara Bank
Circle Office Kolkata

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