

## **E-TENDER NO: 839**

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**MAHARASHTRA POLLUTION CONTROL BOARD**

**RFPs for: Selection of Supplier for Supply, Installation, Commissioning and Support of Stack Monitoring Kits to MPCB in the State of Maharashtra.**

**PRE-BID CONFERENCE : Queries from Bidders and MPCB responses**

**DATE : 26/03/2018**

S. No	RFP Clause No	Description in RFP	Clarification Sought	MPCB response
1	7.1 (2)	The Bidder should be a firm or a corporate entity, public / private limited company registered / incorporated under The Companies Act, 1956, and in business of manufacturing, authorized representative of OEM providing environment related sampling and testing instruments/equipments and support thereof for minimum FIVE (5) years as on 31st March 2016. No consortiums allowed.		<b>The Clause should be read as</b> The Bidder should be a firm or a corporate entity, public / private limited company registered / incorporated under The Companies Act, 1956, and in business of manufacturing, authorized representative of OEM providing environment related sampling and testing instruments/equipments and support thereof for minimum THREE (3) years as on 31st March 2017. No consortiums allowed.
2	7.1 (4)	Bidder should have office in Mumbai and minimum at two other locations in Maharashtra /India to cover the locations of MPCB offices.		<b>The Clause should be read as</b> Bidder should have atleast one office in Maharashtra either in Mumbai / Pune / Nagpur to cover the locations of MPCB offices.
3	7.1 (8)	The product should be 100% compliance to all the technical Specifications mentioned in Annexure-2. The bidder should submit a declaration to that effect by the Manufacturer / OEM as per Exhibit 4.		<b>The Clause should be read as</b> The product should be minimum 80% compliance as per MPCB Technical Committee to the technical Specifications mentioned in Annexure-2. The bidder should submit a declaration to that effect by the Manufacturer / OEM as per revised <b>Exhibit 4</b> .
4	6.6.1	6.6.1 Fees for Request for Proposal (RFP) document	Request to exempt fees for bidders registered by NSIC / MSME	Clause remains unchanged
				It is mandatory for a prospective bidder to make a purchase of the RFP document by paying necessary online fees as mentioned in clause 6.6.1. Bidder who has not purchased RFP will not be allowed to participate in the bidding process.
5	6.6.2	Earnest Money	Request to exempt EMD for bidders registered by NSIC / MSME	Clause remains unchanged
6	7.4.1 (3a)	ISO 14001 certification for the organisation	Is it mandatory to have ISO 14001 certification in order to quote?	ISO 14001 certification is not mandatory requirement for bidding
7	7.4.1	Minimum qualification marks for Technical evaluation = 70		Revised as <b>Minimum qualification marks for Technical evaluation = 60</b>
8			Whether bidders should quote for AMC or CAMC in price bid	Bidders should bid for CAMC in price-bid. Revised price-bid formats are attached herewith (Annexure 4 Price - bid format A & B)
9				Changes in Payment Terms, Exhibit-4 (Technical Compliance from Manufacturer), Annexure-4 (price-bid format A & B), Annexure- 5 (Activity Schedule), Clause 7.4.1(Technical Evaluation Matrix )

## REVISED EXHIBIT – 4

### MANUFACTURER'S DECLARATION ABOUT TECHNICAL COMPLIANCE

*(This declaration must be on the letterhead of the Manufacturer, must be signed by a person competent and having the power of attorney to bind the Producer, and must be included by the Bidder in its bid as specified in the Instructions to Bidders.)*

Date:

Place:

To,

**Member Secretary  
Maharashtra Pollution Control Board  
Kalpataru Point, 3rd floor,  
Opp. Cine Planet Cinema, Sion Circle,  
Sion (E), Mumbai – 400 022**

**Sub:** Declaration of Technical compliance as required by your RFP <RFP reference No.> Selection of Supplier for Supply, Installation, Commissioning and Support of Stack Monitoring Kits to MPCB in the State of Maharashtra.

Dear Sir,

WHEREAS <Name and address of the Manufacturer> who are official producers of <Name of the product and product code> do hereby solemnly declare that

1. We have read and understood the technical specifications mentioned in Annexure 2 of this RFP and mentioned herewith it's product compliance for the same.

We understand that if any of the points in this declaration is found to be incorrect, the bid will be declared as non-responsive and will not be considered for further evaluation.

Name

In the capacity of

Signed

Duly authorized to sign the authorization for and on behalf of : \_\_\_\_\_

Dated :.

**PAYMENT TERMS ARE REVISED AS FOLLOWS**  
**AND**  
**MODIFIED CLAUSE SHOULD BE READ AS**

**9 PAYMENT TERMS**

- 9.1** The Price Bid should be valid for a minimum period of 180 days from the last date of submission of bids
- 9.2** Within 15 days of acceptance of LoA, the Successful bidder will submit to MPCB a bank guarantee for supply and performance of 10% of the contract value. The same shall be in the form of a guarantee from a Nationalised Bank(s) acceptable to the MPCB and shall be valid till 18 months from the date of the Purchase Order / Work Order acceptance.
- 9.3** Following payment terms will be offered to the successful Bidder:

**(a) For Bids in Foreign Currency:**

Payment of foreign currency portion shall be made in Bidding Currency in the following manner:

Stage	Milestone	Amount
Stage 1	On Shipment	80% of value of Supply + Commissioning
Stage 2	On Acceptance	20% of value of Supply + Commissioning shall be paid within thirty (30) days of receipt of the Goods and successful installation & commissioning upon submission of claim supported by the acceptance certificate issued by the Purchaser along with the Performance security
Stages 3/4/5/6/7	Every year in Advance after ONE (1) year from CoOP	20% of CAMC value

The payment for Stage 1 & 2 above shall be paid by Sight Draft or through irrevocable Letter of Credit opened in favor of the Supplier through the State Bank of India, Matunga Branch, Mumbai for the Supply + commissioning value, and upon submission of documents specified in section 15

The L/C will be confirmed at the suppliers cost. All bank charges shall be to the account of the beneficiary i.e. supplier. If L/C is requested to be extended/ reinstated for reasons not attributable to MPCB, the charges thereof would be to the suppliers' account.

Payment of local currency portion shall be made in Indian Rupees within thirty (30) days of presentation of Invoice along with CoOP from MPCB declaring that the Goods have been delivered and that all other contracted Services have been performed.

**(b) For Bids in Indian Rupees:**

Payment for Goods and Services supplied from within India shall be made in Indian Rupees, as follows:

Stage	Milestone	Amount
Stage 1	Delivery, installation, commissioning and on acceptance as per Purchase Order at site	80% of value of Supply + Commissioning
Stage 2	30 days of CoOP	20% of value of Supply + Commissioning
Stages 3/4/5/6/7	Every year in Advance after ONE (1) year from CoOP	20% of CAMC value

**NOTE: No advance payments are allowed under any circumstances.**

### 7.4.1 Evaluation of Technical Bid (revised)

The technical evaluation of the bidders will be done based on the criteria and marking system as specified as follows:

Sr. No	Criteria	Graded Marks	Max. Marks	Testimonial to be presented
1	<b>Organisation constitution</b>		<b>10</b>	Certificate of Incorporation / Partnership deed etc.
	Partnership	5		
	Private / Public Limited	10		
2	<b>Financial Capability</b>		<b>10</b>	
a	Average Turnover (AT) of the organisation for 3 years ending on 31st March '17			Certificate from CA
	AT < Rs. 10.00 cr but ≥ Rs. 7.00 cr	5		
	AT < Rs. 12.00 cr but ≥ Rs. 10.00 cr	7		
	AT ≥ Rs. 12.00 crores	10		
3	<b>Past Performance (Orders executed in last 5 years ending 31st Dec 2017)</b>		<b>35</b>	
a	Order for supply, implementation and commissioning of Equipments having Order value ≥ 50 Lakh	One (1) Mark Per Order		Copies of the orders executed in last 5 year ending 31/12/2017 <b>Note:</b> Bidder should submit proof of having supplied these equipments satisfactorily to CPCB, SPCB's and Govt. Research Institutes and working satisfactory for last 3 yrs
	To Govt organisation (state / central / UT / urban local bodies / PSUs)		15	
	To Private organisations		5	
b	Number of AMC orders having AMC ≥ 3 years <sup>1</sup>	One (1) Mark Per Order		
	from Govt organisation (state / central / UT / urban local bodies / PSUs)		10	
	from private organisation		5	
4	<b>Certification</b>		<b>5</b>	Copy of certificate valid as on date of bidding
a	<b>Certification for the organisation</b>			
	ISO 9000	1		
	ISO 14001	3		
b	<b>Certification for the instrument</b>			
	TUV / UL / CE	1		
5	<b>Service Support Infrastructure</b>		<b>20</b>	
	Certified Service Engineers			OEM Certified Service staff currently on the roll along with respective OEM certificate.
	Service staff ≥ 5 but < 10	5		
	Service staff ≥ 10 but < 15	10		
	Service staff ≥ 15	20		
6	<b>Presentation on execution, Support</b>		<b>20</b>	
<b>TOTAL MARKS</b>			<b>100</b>	

<sup>1</sup> Orders for renewal of AMC for consecutive 3 years for the same customer only, will also be considered qualified for this criteria

**MARKING MATRIX FOR PRESENTATION**  
(BIDDERS PRESENTATION ON DATE 10/4/2018; 14:00)

<b>Evaluation Parameter</b>	<b>Marks</b>
Understanding of MPCB requirements	2
Instrument calibration facility	3
Methodology about Delivery, testing, Installation, commissioning, Hand-over	3
Methodology about Technical support	5
Spares and logistics management	5
Value addition, unique specifications / features	2

Note: Commercial Offer has to be entered online only. An Online Form, similar to the Commercial format given below, will be available to the bidders in Commercial Envelope (C1) during Online Bid Preparation stage where bidders would quote their offer.

The bidders should strictly follow the format given below for submitting the price –bids

PRICE BID FORMAT- PART A													
Sr.No.	Stack Monitoring Kits	Qty 44 (Q)	Equipment Supply Price			Installation, Commissioning, Training Price			5 year CAMC Price			Unit Price (J=C+F+I)	Total Price T=(QxJ)
			Basic Price	Taxes	Unit Price	Basic Price	Taxes	Unit Price	Basic Price	Taxes	Unit Price		
			In figures (A)	(B)	(C=A+B)	In figures (D)	(E)	(F=D+E)	In figures (G)	(H)	(I=G+H)		
<b>GRAND PRICE IN Rs.</b>													
<b>GRAND PRICE IN Rs. (WORDS)</b>													

Note: ONLY THE PRICES MENTIONED ABOVE WILL BE CONSIDERED FOR BID EVALUATION

WARRANTY of ONE (1) yr will start from the date of successful commissioning and will be valid for ONE (1) calendar yr. CAMC will start from the date of expiry of Warranty and will be valid for FIVE (5) calendar yrs

CAMC will include all the cost of free on-site replacement of all the spares except for consumables as defined by MPCB

MPCB will convert all bid prices expressed in the amounts in foreign currency (USD, EUR, GBP, JPY) in which the bid prices are payable to Indian Rupees at the selling exchange rate established by www.xe.com or www.rbi.org Valid on the date of Price Bid Opening

For and on behalf of:

Signature (Authorized Representative and Signatory of the Bidder):

Name of the Person:

Designation:

Date:

**Price Bid Format – PART B**

**Note: Commercial Offer has to be entered online. An Online Form, similar to the Commercial format given below, will be available to the bidders in Commercial Envelope (C1) during Online Bid Preparation stage where bidders would quote their offer. Additionally, the Bidder should also submit a softcopy of their price bid in the format mentioned below duly printed on their Company Letterhead and signed and sealed as mentioned in the RFP. Commercial Bids not received in this manner / in any other format will be considered as non-responsive and hence may not be evaluated.**

BUYBACK OFFER		
Sr.No.	Stack monitoring Kits	Unit Cost of BuyBack including Decommissioning, Removal and Transport In figures in Rs.
		(AB)

**Note:**

- 1. The prices are valid for 180 days from the date of bid.**
- 2. PLEASE NOTE : PRICES QUOTED IN PART A of the PRICE BID WILL NOT BE CONSIDERED FOR PRICEBID EVALUATION BUT WILL BE USED AS REFERENCE PRICING FOR THE SUCCESSFUL BIDDER WHILE CALCULATING THE TOTAL BUYBACK OFFER.**
- 3. The total buyback offer will be calculated as unit price multiplied by quantity of buyback instruments. The amount so calculated will be deducted from the payment to successful bidder.**
- 4. Bidders, at their own cost need to inspect condition of the equipments on the respective location and during office hours of MPCB.**

For and on behalf of:

Signature (Authorized Representative and Signatory of the Bidder):

Name of the Person:

Designation:

Date:



**REVISED ACTIVITY CALENDARS FOR ALL TENDERS**

Sr. No.	Activity	Performed by	Start		Expiry	
			Date	Time	Date	Time
1	<i>Release of Tender</i>	<i>Department</i>	<i>21/3/2018</i>	<i>11.00</i>	<i>21/1/2018</i>	<i>17.00</i>
2	Tender Download	Bidders	<i>21/3/2018</i>	<i>17.01</i>	<i>2/4/2018</i>	<i>17.00</i>
3	Bid Preparation		<i>21/3/2018</i>	<i>17.01</i>	<i>6/4/2018</i>	<i>17.00</i>
4	<i>Superhash Generation &amp; Bid Lock</i>	<i>Department</i>	<i>7/4/2018</i>	<i>11.00</i>	<i>7/4/2018</i>	<i>13.00</i>
5	Control Transfer of Bid	Bidders	<i>7/4/2018</i>	<i>13.01</i>	<i>9/4/2018</i>	<i>17.00</i>
6	<i>Envelope Opening</i> 1	<i>Department</i>	<i>10/4/2018</i>	<i>10.30</i>	<i>10/4/2018</i>	<i>12.30</i>
7	<i>Envelope Opening</i> 2		<i>16/4/2018</i>	<i>14.00</i>	<i>16/4/2018</i>	<i>17.00</i>

**Bidders Presentations on 10/4/2018 14:00**