Amendment No. 3

Date: 11/03/2016

Sub:Amendment to the Tender Enquiry Document

Ref: (i) TED Ref.: HLL/PCD/PMSSY/AIIMS-II/13-RT-01/15-16 dated 31.12.2015,

- (ii) Clarification dated 12.01.2016
- (iii) Amendment No. 01 dated 11.02.2016 (Regarding date extension), Amendment No.02 dated 07.03.2016(Regarding date extension).

The pre-bid meeting for the referred tender enquiry was held on 11/01/2016. Based on pre-bid discussions following amendments are being incorporated in the referred tender enquiry document in furtherance to changes to made as referred above at (ii) and (iii)

<u>SECTION - II</u> GENERAL INSTRUCTIONS TO TENDERERS (GIT)

D. SUBMISSION OF TENDERS

- 1) For:-
 - 22. Submission of Tenders
 - (i) PRICE BID (ONLY ONLINE).
 - 2. Along with price bid recent purchase order copies for the same model and technical configuration issued by institute of National importance / reputed central / state government hospitals should be uploaded in pdf form for price reasonability.

Read as:

- 22. Submission of Tenders
 - (i) PRICE BID (ONLY ONLINE).
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Added para:-

The supplier shall justify the present quotes based on previous purchase orders for similar project executed either in India or Globally. If they quote any new model or upgraded version of earlier model, they may mention the same in their tender.

Section – VII

<u>Technical Specifications</u> **Item 1: Horizontal Sterilizer 550 litre or more with Accessories**

1. Existing Specification:

Para: e: Control System: The control system should be microprocessor based PLC system specially designed for sterilizationapplication. Control system should have touch sensitive, **7-9 inches** colour display interface at operatorloading side while it should have normal interface at unloading side.

Read as:

Para: e: Control System: The control system should be microprocessor based PLC system specially designed for sterilizationapplication. Control system should have touch sensitive, **7 inches or more**colour display interface at operator

loading side while it should have normal interface at unloading side

2. Existing Specification:

Para: Page no. 50, Item no 1 (a), Point no. 4:

A cycle should not start if the door is open or not properly locked

Read as:

Para: Page no. 50, Item no 1 (a), Point no. 4:

A cycle should not start if the door is open or not properly locked and a specific indicator or display should be there if door is not locked/open

3. Existing Specification:

Para: Page no. 50, Point no. 7:

Pipes, Valves and Components: The piping system should be made of Stainless Steel / Brass / Copper. All the process valves should be stainless steel or Copper Valves or Red Brass Valves & should be pneumatically operated piston valves for longer trouble free operations. All the non-standard components should be non-proprietary & should be easily sourced. All the hot pipes should be properly insulated. Safety valves should be made of brass/copper/stainless steel

Read as:

Para: Page no. 50, Point no. 7:

Pipes, Valves and Components: The piping system should be made of Stainless Steel / Brass / Copper. All the process valves should be stainless steel or Copper Valves or Red Brass Valves & should be pneumatically/electrically operated piston valves for longer trouble free operations. All the non-standard components should be non-proprietary & should be easily sourced. All the hot pipes should be properly insulated. Safety valves should be made of brass/copper/stainless steel

Item 2: Sterilizer 250 L with Accessories

4. Existing Specification:

Para: Page no. 54, 6. (c) Pipes, Valves and Components:

Pipes, Valves and Components: The piping system should be made of Stainless Steel / Brass / Copper. All the process valves should be stainless steel or Copper Valves or Red Brass Valves & should be pneumatically operated piston valves for longer trouble free operations. All the non-standard components should be non-proprietary & should be easily sourced. All the hot pipes should be properly insulated. Safety valves should be made of brass/copper/stainless steel

Read as:

Para: Page no. 54, 6. (c) Pipes, Valves and Components:

Pipes, Valves and Components: The piping system should be made of Stainless Steel / Brass / Copper. All the process valves should be stainless steel or Copper Valves or Red Brass Valves & should be pneumatically/electrically operated piston valves for longer trouble free operations. All the non-standard components should be non-proprietary & should be easily sourced. All the hot pipes should be properly insulated. Safety valves should be made of brass/copper/stainless steel

5. Existing Specification:

Para: e: Control System:The control system should be microprocessor based PLC system specially designed for sterilizationapplication. Control system should have touch sensitive, **7-9 inches** colour display interface at operatorloading side while it should have normal interface at unloading side.

Read as:

Para: e: Control System: The control system should be microprocessor based PLC system specially designed for sterilizationapplication. Control system should have touch sensitive, **7 inches or more**colour display interface at operator

loading side while it should have normal interface at unloading side

Item 4: Washer disinfector with accessories

6. Existing Specification:

Para: 4: **Chamber Capacity:** Chamber capacity: Operational Volume should be 300 to 350 L. Shouldsupply **12 Nos**of standard **Stainless Steel DIN trays**

Read as:

Para: 4: Chamber Capacity: Chamber capacity: Operational Volume should be 300 to 350 L. Shouldsupply 12 Nosof standard Stainless Steel DIN trays. It should also be able to process minimum 12 DIN trays (Approx480X250X50) in single process.

7. Added Para: Consumables for 500 cycles to be quoted separately and it will be considered for price evaluation. Consumables for 500 cycles to be supplied as standard during initial supply.

Connection with MGPS system for compressed air(if required) shall be the responsibility of the bidder.

Item 5: Reverse Osmosis Plant 1500 LPH

8. Existing Specification:

Para: 14: Should be BIS/ CE certified. Certificate should be provided

Read as:

Deleted

9. Added Para:

- 1. RO should of Eureka Forbes/Ion Exchange/Millipore/Kent/Aquacare/Rions make.
- 2. Consumable filters & other accessories of 2 each extra to be provided with first supply &unit rate should be quoted for these items for 5 years.

Item 8: Multi-Roll Tape Dispenser

10. Existing Specification:

Para: 1: Size (LxWxH) 2600x600x1200mm

Read as:

Para: 1: ApproxSize (LxWxH) 260x60x120mm

Item 9: Ultrasonic Cleaner (40 L)

11. Existing Specification:

Para: 1: The units should be a compact free-standing bench model, with a built-in tank manufactured from high-quality (316) stainless steel and a solid-state generator that sends ultrasonic (approx 40 KHz) impulses through wash water containing detergent and electrical heating; microprocessor controlled display with memory time and temperature functions.

Read as:

Para: 1: The units should be a compact free-standing bench model, with a built-in tank manufactured from high-quality (316/304) stainless steel and a solid-state generator that sends ultrasonic (approx 40 KHz) impulses through wash water containing detergent and electrical heating; microprocessor controlled display with memory time and temperature functions.

12. Existing Specification:

Para: 3: The tank should be made of solid stainless steel (316).

Read as:

Para: 3: The tank should be made of solid stainless steel (316/304).

Item II: CSSD FURNITURE ITEMS:

13. Added Para: Manufacturer should have latest valid ISO Certificate.

Added Para for CSSD:

- 1. All accessories required to install and complete functioning of equipment should be included in the equipment and supplied as standard.
- 2. Unit rate for all the consumables should be quoted separately and it will be frozen for five years.

3. Turnkey Work

The cost of Turnkey for the area of 4300sq.ft will be considered for Ranking / Evaluation purpose. Moreover Bidders will have to quote the Unit Rates/Sq feet of the components of turnkey work as mentioned in BOQ under Turnkey Work. The actual area of turnkey works done will be considered for payment, based on the site measurements.

RUNNING, OPERATION AND MAINTENANCE FOR INITIAL FIVE YEARS

14. Existing Specification:

Para: 5: The supplier need to depute two CSSD trained technician during the day duty (12 hrs) on each and every working day. Two helper shall also be posted by the supplier for 12 hrs per day in all working days. Space for them shall be provided by the Consignee.

Read as:

Para: 5: The supplier need to depute One CSSD Manager, three CSSD trained a qualified technician on each and every working day. Three helper and one reliever shall also be posted by the supplier for round the clock per day in all working days. Space for them shall be provided by the Consignee for working.

Rate of manpower to be quoted separately as per the price schedule attached and minimum wages of manpower will be as per Govt Rules.

<u>Section – IX</u> <u>OualificationCriteria</u>

1. For:-

6. Financial Status: Eligible Bidders should not have incurred any loss in more than 2 years during the last five years ending 31st March 2015. Audited Profit & Loss account and Balance

Sheet (duly notarized copies) for the immediate last five consecutive financial years should be submitted along with the bid

Read as:-

6. Financial Status: Eligible Bidders should not have incurred any loss in more than 2 years during the last five years ending 31st March 2015, 30th June 2015, 30th September 2015 or 31st December 2015 or any other month as applicable. Audited Profit & Loss account and Balance Sheet (duly notarized copies) for the immediate last five consecutive financial years should be submitted along with the bid.

Added Para:

Whoever meets the qualification requirement need to quote directly. If the Indian subsidiary is meeting all the qualification parameter, they can quote directly or else the foreign principal can quote directly and they may mention in their bid that services will be rendered through their Indian offices in India. However, they will be entirely responsible for execution of the contract as per terms and conditions and scope of services defined in the TED.

2. For:-

7. Manufacturer Authorization:

Added Para:

Bidder must in his bid clearly spell out what product and technical configuration he is quoting against the tender requirement. The manufacturer of the quoted product should also be binding legally to perform against the said contract including warranty and CMC terms.

PROFORMA 'A' PROFORMA FOR PERFORMANCE STATEMENT

Added Para:

Bidder may submit performance certificate duly linked mentioning order number, date of delivery, installation, commissioning and value by the end user.

SECTION – XI PRICE SCHEDULE B) PRICE SCHEDULE FOR GOODS TO BE IMPORTED FROM ABROAD

Note: -

For:-

4. Custom duty @ 11.64% and 2% C& F charges will be added to the CIP price to arrive at the DDP price for evaluation purpose.

Read As:-

4. Custom duty @ 16.27% and 2% C& F charges will be added to the CIP price to arrive at the DDP price for evaluation purpose.

E) PRICE SCHEDULE FOR RUNNING AND OPERATION:

For:-

Schedule No.	CONSIGNEE	Monthly Manpower cost for technical and non- technical staff 2 each on 14 hour basis inclusive of all statutory taxes (Rs.)

Read As:

Schedule No.	CONSIGNEE	Monthly Manpower cost for technical and non - technical staff (as per technical specifications) inclusive of all statutory taxes (Rs.)

Note: -

- 1. The cost of running and operation need to be quoted in monthly lump sum manner inclusive of all statutory taxes.
- 2. Cost of running and operation will be added for Ranking/Evaluation purpose.
- 3. The payment will be made by respective AIIMS on quarterly basis on satisfactory performance before 7th in the following quarter.
- 4. No employee employed by the supplier can claim to be an employee of AIIMS and the principal employer status will always be with the CSSD equipment supplier on whom the notification of award will be placed.

Added para:-Rate of manpower to be quoted separately as per the price schedule attached and minimum wages of manpower will be as per Govt Rules.

All other contents of the tender enquiry including terms & conditions remain unaltered.

Note: Prospective Bidders are also advised to check the website regularly prior to the closing date and time of online submission of bids

The representation made by the bidders for MOT, MGPS and CSSD are enumerated as under along with the recommendation of competent authority

SI.No	Tender Specification	Representation	Decision by the committee
1	Bidders should have successfully executed globally in last five years from the date of tender opening, similar turnkey project of value, equivalent to or exceeding 50% of the estimated tender value.	Similar equipment supplier should also be considered not just turnkey.	Since, the project involves substantial involvement of turnkey works, experience only in equipment supply may not be sufficient and accordingly experience of executing similar turnkey project was asked in the qualification requirement.
2	Example/Clarification: Similar Project means for CSSD means CSSD meeting major technical parameters of the current BOQ floated in the tender enquiry document	Please delete this line as this is limiting the scope of performance that you are asking.	As explained above the qualification parameter need not be changed.
3	Eligible Bidders should not have incurred any loss in more than 2 years during the last five years ending 31st March 2015	Kindly remove the loss part as this is limiting the competition. The financial year consider to be 31 st Dec 2015 as all the foreign companies has their all financial endings upto 31st December.	The loss part may not be removed as the present project involves significant investment and companies with loss in more than two out last five years may face problem in executing the contract financially. However we may keep last five years ending 31st March 2015, 30 th June 2015, 30 th September 2015 or 31 st December 2015 or any other month as applicable.
4	Financial Status: Eligible Bidders should not have incurred any loss in more than 2 years during the last five years ending 31st March 2015. Audited Profit & Loss account and Balance Sheet (duly notarized copies) for the immediate last five consecutive financial years should be submitted along with the bid	Eligible Bidders should have a positive net worth and should not have any loss in more than 2 years during the last five years ending 31st March 2015. The financial status of Foreign Original equipment manufacturer should be accepted against the financial status of its 100% owned subsidiary in India only if the bidder (i.e. 100% owned subsidiary in India) submits an undertaking from foreign original equipment manufacturer stating that they would be responsible for completing all contractual obligations in case the bidder/ Indian subsidiary company fails to do so.	Bidder is a separate legal entity independent of its parent company. Relaxing the qualification requirement, based upon credential and guarantee given by parent company, in particular when qualification criteria itself is bare minimum, will tantamount to award of contract to a bidder who itself is not financially and technically capable to execute the contract. Also execution, running and maintenance part is of prime importance in these projects. As, such committee recommended that firms request can't be accepted to. After detailed discussion and deliberation it was decided by

SI.No	Tender Specification	Representation	Decision by the committee
		The undertaking should be duly notarized/ certified by Chamber of Commerce in the country of Original Equipment manufacturer.	the committee that it may be clarified to the likely bidders that whoever meets the qualification requirement need to quote directly If the Indian subsidiary is meeting all the qualification parameter they can quote directly or else the foreign principal can quote directly and they may mention in their bid that services will be rendered through their Indian offices in India. However, they will be entirely responsible for execution of the contract as per terms and conditions and scope of services defined in the TED.
5	Qualification criteria of bidder will be evaluated	Performance/Qualification criteria of the foreign manufacturer should be considered for the qualification of the Indian bidder being turnkey project	Same as above
6	Presently cumulative increment is 100%.	Cumulative order value should be reduced by half (50%) to increase the competition for both single order value requirement, minimum work of similar nature requirement and solvency requirement	It may be noted that the amount of work considered is i) 30% of the estimated cost for turnover requirement, applied cumulatively for two or more sites
7	Cumulative requirement	we request you to relax it so that more bidders can qualify for more schedules	ii)10% of the estimated cost for one single order of Minimum work of similar nature, applied cumulatively for two or more sites
8	Cumulative requirement	Cumulative performance of the Indian bidders (acting as agents) should be removed.	iii) 50% of the estimated cost to be executed in last 05 years, applied cumulatively for two or more sites
9	50% similar product execution requirement of estimated value and solvency 30% requirement of estimated value.	Shall be reduced to 15% of estimated value	iv) 30% of the estimated cost for solvency, applied cumulatively for two or more sites . The above has been duly deliberated and finalized by

SI.No	Tender Specification	Representation	Decision by the committee
			the 23 member committee and Apex committee. Further relaxation will only weaken the cause of the tender qualification criteria. Hence, may not be changed.
10	Solvency certificate	It should be removed as it provides no assurance/safeguard to the client/tenderer	It was deliberated that in the last scrapped tender, it was noted that different bank issue solvency certificate differently
11	Solvency certificate	Bank solvency should not be removed. It should be as per CVC norms	i.e. one bank may issue solvency certificate of "X" amount to one company but another bank will issue solvency certificate of "Y" amount to same company. However the term in financial language means "the degree to which the current assets of an individual or an entity exceed the current liability of that individual or entity". After due deliberations, committee recommended to keep the tender clause unchanged as the banks are having their individual with respect to issue of solvency certificate.
12	The price should include of running and operation of CSSD equipment for a period of five years excluding consumables.	Kindly remove the operation part from the tender as we are designing, manufacturing, installation, commissioning and maintenance company. Operation part should not bein our scope.	The operation and maintenance for initial period of 05 years is a mandatory requirement for CSSD, MGPS tenders. Hence, may not be removed.
13	Office to be opened by foreign manufacturer in India if they get the order	Allow only those bidders who has relevant operations and establishment in India previously.	Being a global tender, additional preference to Indian Bidders/ bidders with previous experience in India is not possible. Hence, may not be considered. The requirement
14		Work experience in India should also be made mandatory as atleast 10% should be there, as the bidder or manufacturer should be familiar with Indian work environment.	of Indian experience for executing this contract was deemed insignificant by the Apex committee earlier as well.

SI.No	Tender Specification	Representation	Decision by the committee
15	Minimum Work of Similar Nature: Eligible bidders should have successfully executed globally in last five years from the date of tender opening, similar turnkey project of value, equivalent to exceeding 50% of the estimated tender value.	As per CVC and CPWD norms, minimum experience of 07 years should be considered	After detailed discussion and deliberation committee decided that in the present case it is not only civil component, however the major portion of it is medical equipment supply, hence considering five years to meet the qualification requirement seems reasonable.
16	Manufacturer's Authorization form	It should be removed as the bidders lose ability to negotiate better prices from manufacturers and ultimately end up with one manufacturer.	Bidder must in his bid clearly spell out what product and technical configuration he is quoting against the tender requirement. The manufacturer of the quoted product should also be binding legally to perform against the said contract including warranty and CMC terms.
17	A self-declaration on Rs 10/ Non-judicial Stamp Paper that the rates quoted in the tender are the lowest and not quoted less than this to any Government Institution (State / Central / other Institute in India).	It should be removed as each project are different in scope, terms, location, foreign currency fluctuation etc.	This is as per the government tender norms that the supplier is not quoting a higher price than what he has quoted earlier. Committee decided to keep the same as it is.
18	Along with Price bid recent purchase order copies for the same model and technical configuration issued by institute of National importance/reputed central/state government hospitals should be uploaded in pdf form for price reasonability	product/component hence not possible to provide price reasonability for the same. Also add International orders along with National importance/reputed central/state government hospitals	equivalent part does not help and hence the requirement for the same model. It may be clarified that the supplier shall justify the present rate quotes based on previous purchase orders for similar project executed either in India or Globally. If they quote any new model or upgraded version of earlier model they may mention the same in their
19		Kindly delete this clause as it is project and not a medical equipment.	tender.

SI.No	Tender Specification	Representation	Decision by the committee
20	The bidder shall furnish Satisfactory Performance Certificate in respect of above (i.e. Section IX, Qualification Criteria of TED) in case not from India, duly translated in English and duly endorsed by country's Embassy present in India, along with the tender.	We request you to please allow counter authorization from the principle company.	After lot of discussion and deliberation Apex Committee decided that being global tender, global performances may be verified by that countries embassy present in India. Committee decided not to change the conditions.
21	Performance Security period initially valid for a period of minimum 66 months from the date of Notification of Award	Enhance PBG from minimum 66 months to 10 years from the date of Notification of award. It will eliminate the non serious bidders.	Committee is of the opinion 10 years PBG will only increase the cost as bidders will load the PBG cost to the tender. Committee also decided that after warranty there will be a performance bank guarantee of 2.5 % of the contract cost during CMC period which is sufficient to take care of the CMC performances like other tenders.
22	Proforma for Performance Statement	Performance certificate varies from one country to other , hence any format should be allowed for international performance certificate.	Bidder may submit performance certificate duly linked mentioning order number, date of delivery, installation, commissioning and value by the end user.
23	Experience of the bidder is evaluated irrespective of principal	Experience/past performance to be with the same principal products which are being quoted in the present tender	After detailed discussion and deliberation it was decided by the apex committee that the same manufacturer condition may be removed so the bidders may quote any manufacturer product meeting the tender technical specification.

SI.No	Tender Specification	Representation	Decision by the committee
24	i) Eligible Bidders should have an average annual turnover of 30% in the consecutive past three financial years applicable cumulative for two sites or more ii) Eligible bidders should have successfully executed globally in last five years from the date of tender opening, similar turnkey project of value, equivalent to exceeding 50% of the estimated tender value. Out of total 50 % value, atleast one single order similar work of minimum 10% value should have been excecuted globally.	Qualification criteria as per CVC guidelines for civil works should be there Experience of having successfully completed similar works during last 7 years e should be either of the following: a. Three similar completed works costing not less than the amount equal to 40% of the estimated cost. or b. Two similar completed works costing not less than the amount equal to 50% of the estimated cost. or c. One similar completed work costing not less than the amount equal to 80% of the estimated cost.	The present qualification criteria has been derived after due deliberations by the 23 member committee and Apex committee so the maximum number of bidders who are in the field of CSSD, MGPS and MOT may get qualified in the tender. Committee recommended no change.
25	The bidders have to quote for all the six schedules while quoting. The purchaser will have the right to award the work to any site as per the eligibility and to the best benefit of the exchequer.	In case a single bidder qualifies for all six sites, awarding them the contract for all the six sites would lead to complications and performance insecurities.	If the bidder is able to justify his qualification as per present qualification criteria, it is expected that, the bidder would also be able to complete the work in as many sites. Hence, may not be changed.
26	Delivery period: Although the complete delivery, installation and commissioning has to be completed within 300 days however part delivery, installation and commissioning need to be completed within first 200 days for each AIIMS (except AIIMS Bhopal) as mentioned in the BOQ.	200 days to be 300 days and next 100 days to be 150 days after approval of drawings.	The present delivery, installation and commissioning terms are finalized after detailed discussion and deliberation in the committee including Directors of respective AIIMS, Representative of AIIMS New Delhi and PGIMER Chandigarh. Committee felt that there is no need to change the delivery period as floated in the TED.

SI.No	Tender Specification	Representation	Decision by the committee
27	AMC/CMC charges in evaluation of Price Bid	AMC/CMC charges should be fixed on percentage basis(say 5%) by the Department to be considered for actual price evaluation.(One such example is, State Government Procurement Policy of Maharashtra/Rajasthan). We understand that many bidder do not put any price in the AMC/CMC charges which is applicable for 5 years period as they add the charges in main price bid	The apprehensions by the likely bidders with respect to CMC and AMC charges are basically for new players. They submitted that in case a bidder quotes to low CMC like 1% of the equipment cost and after taking the contract subsequently they may not provide services for CMC and purchaser may not be in a position to do anything after warranty as there is no much provision for penalty during CMC period except 2.5% PBG. After detailed discussion and deliberation committee decided that since the CMC charges are taken at NPV for the purpose of evaluation and comparison purpose i.e. since the ranking was done after taking the Net Present Value only accordingly whether the bidder charges high CMC or frontloading was done along with the equipment price by converting to NPV the same was neutralized. Hence the committee felt that there is no need to change the present tender conditions.
28	Payment for Domestic Goods or Foreign Origin Located within India. On delivery of goods 70%, payment on delivered goods 20% against installation and commissioning and balance 10% on acceptance of goods		The present payment terms

SI.No	Tender Specification	Representation	Decision by the committee
29	Payment for Foreign Goods Seventy (70)% of the net CIP price (CIP price less Indian Agency commission) of the goods shipped shall be paid through irrevocable, non-transferable Letter of Credit (LC)	By opening L/C you are restricting a bidder for execution of the work based on actual site conditions. As mentioned above the quantities of items may increase or decrease because this is a Turnkey Based Project and Items/Equipments/Material are required on frequent or on delay basis. To overcome this situation we suggest, that kindly allow the Indian bidder to freely buy the Items/Equipments/Material based on the actual site conditions in Indian Rupees	May not be changed
30	Inspection for foreign items Prinicipal/Foreign supplier shall also have the equipment inspected by recognised/reputed agency like SGS,Lloyd, Bureau Veritas, TUV prior to despatch at the supplier's cost and furnish necessary certificate from the said agency in support of their claim	kindly delete or inspection after material delivered on site.	May not be changed as 70% payment will be released against shipping document and hence third party inspection for negotiation of LC is a mandatory document.
31	Running, operation and maintenance is part of the main tender for CSSD, MGPS	Cost of running, maintenance and operation should be separated for MGPS tenders	May not be considered, as running and operation are significant part of the main tender. Since the selected L1 bidder has to provide for running operation and maintenance, The L1 bidder need to be considered after taking into account the entire cost and hence need not be changed.
32	The bidder should not quote in Indian Rupees any foreign products, which are not already imported at the time of submitting the tender. Price bid in INR, if the product is not imported in India will not be considered and will be ignored.	Allow quoting for items to be imported in INR as well for allowing of participation of Indian Subsidiaries directly.	May not be considered, as the bidders are free to quote in freely trading currency and hence quoting in INR may not be accepted. By quoting in INR bidders have to pay full custom duty and will also charge sales tax over and above the price. They may also load interest for paying upfront to the principal manufacturer and bear exchange rate risk hence quoting in INR by the Indian

SI.No	Tender Specification	Representation	Decision by the committee
			distributors should be avoided. Committee decided not to change the tender conditions.