

MINUTES OF PRE BID MEETING

EOI Title	Empanelment of Aggregators for the Supply of products in Customized Packaging for Arogya Maitri Project
EOI Number	HLL/PSD/2024-25/TENDER/89 Dt: 01.11.2024
PRE BID MEETING DATE	08-11-24
TYPE OF MEETING	VIRTUAL (GOOGLE MEET)- meet.google.com/vqu-yrtz-bbf
MEETING DURATION	11.00 AM to 12:00PM

PARTICIPANTS DETAILS

HLL	Dr. Unnikrishnan, S.M, Vice President (MKTG) & GROUP HEAD (FMCG)
	Dr. Nireesh P.H., Deputy General Manager (PSD)
	Mr. Deepak Singh Solanki, Deputy General Manager & HEAD (CBD & DEFENSE PHARMA)
	Mr. Kannan R, Senior Manager (FIN-MKG)
	Mr. Aswin A S, Senior Manager (PS)
Prospective bidders participants	M/s Novosys Life science - Mr. Mohit
	M/s Green Geome - Mr. Ajay
	M/s Hitech Medics - Ms.Shubam
	M/s Captab Biotech - Mr. Narendra Kumar
	M/s Grace Plus - Mr. Aman
	M/s Innovative View - Mr. Nitish Maini
	M/s Rudra Infra Structure - Mr. Rohan
	M/s Novex Healthcare - Mr. Mohit Agarwal

DISCUSSION POINTS

S.NO	POINTS
1	The meeting started with a brief introduction about the Expression of Interest and the expectation from the prospective bidders by HLL team

SM (FIN-MKTG)

DGM & HEAD (CBD & Defense Pharma)

DGM (PSD)

VP (MKTG) &GH (FMCG)

The following queries / clarification were raised by the prospective bidders and same are mentioned below;

- Name of Organization:**
- 1) M/s Novosys
 - 2) M/s Green Genome
 - 3) M/s Hitech Medics
 - 4) M/s Captab Biotech
 - 5) M/s Grace Plus
 - 6) M/s Innovative View
 - 7) M/s Rudra Infra Structure
 - 8) M/s Novex Healthcare

SI.No	Description	Query	HLL Clarification
01	EMD / Bid Security	As per the EOI document, EMD amount of Rs.1 Crore has to be submitted and there is also mentioning of security deposit of another 1 crore. Whether both EMD and security deposit of Rs.1 Crore has to be submitted.	If a bidder is submitting the EMD of Rs.1 Crore then this amount shall be converted as security deposit? In case if bidder is availing the EMD exemption, then later as per the EOI condition security deposit has to be submitted. Refer Clause no. 15 in ITB, Section 2.
02	EMD amount / security deposit	EMD amount / security deposit is high which may affect number of participation.	Please refer Clause 10 in Section 2 – The Benefits shall be applicable under Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012 dated 23.03.2012 issued by Ministry of Micro, Small and Medium Enterprises and its subsequent Orders/Notifications issued by concerned Ministry. With effect from 01.07.2020, MSEs registered under Udyam Registration are eligible to avail the benefits under the Policy.
03	Delivery Period	Delivery period to be clarified	Delivery time for the supply of items shall be intimated in the second stage of the EOI basis on the timeline of the requirement.
04	Participation of this EOI	Already participated and empanelled in the earlier EOI having similar scope of work, whether have to participate in this EOI again?	This EOI floated is basis on the new requirement. Hence, interested bidders have to participate in order to undertake this work, in case if awarded.
05	Scope of work	Scope of work is not clear	Refer ITB, Section 1, clause II in the EOI document in which scope of work of the Aggregator is mentioned.
06	EMD	Whether Medium enterprises EMD is exempted?	Please refer Clause 10 in Section 2 – The Benefits shall

			be applicable under Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012 dated 23.03.2012 issued by Ministry of Micro, Small and Medium Enterprises and its subsequent Orders/Notifications issued by concerned Ministry. With effect from 01.07.2020, MSEs registered under Udyam Registration are eligible to avail the benefits under the Policy.
07	Consortium Partner turnover	It is mentioned that 60% turnover requirement for lead bidder and 40% turnover requirement for consortium partner which is also not logical as the department cannot fix the % ages of both the parties in the consortium. The total turnover of the consortium should be able to meet the turnover criteria irrespective of % ages (i.e. it may be 51% & 49% or whatsoever it may be).	No change in turnover criteria
08	Electronic Tablet sample submission	Whether to be supplied along with bid?	Initially documents has to be submitted and further on completion of verification of documents, qualified bidders shall be intimated to submit the Electronic Tablet with suitable software within 60 days of intimation from HLL. Necessary amendments shall be floated in the CPP portal.
09	Electronic Tablet with suitable software	It is mentioned in the document that Electronic Tablet with suitable software. Kindly clarify the "suitable software"	The Electronic tablet software details shall be shared by HLL after opening of bid and on completion of verification of documents
10	Tablet specification	Specific size is mentioned, can any deviation in size is acceptable?	Bidder has to follow the specification of the Electronic Tablet as per ITB, Section 1, Clause V.a Point no. 16 - MIL-STD-810G, MIL-STD-461F certified (Military Grade) No deviation is acceptable
11	Electronic Tablet submission time	Electronic Tablet submission time	After the initial evaluation of technical documents, bidders shall be informed to submit the Electronic Tablet with suitable software within 60 days of intimation from HLL. Necessary amendments shall be floated in the CPP portal.
12	Electronic Tablet specification of	Kindly clarify what is Military grade certified with respect to Electronic Tablet?	Bidder has to follow the specification of the Electronic Tablet as per ITB, Section 1, Clause V.

	Military Grade		
13	MSE clause	Rs.50 crore is mentioned so MSE clause is irrelevant	Please refer Clause 10 in Section 2 – The Benefits shall be applicable under Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012 dated 23.03.2012 issued by Ministry of Micro, Small and Medium Enterprises and its subsequent Orders /Notifications issued by concerned Ministry. With effect from 01.07.2020, MSEs registered under Udyam Registration are eligible to avail the benefits under the Policy.
14	Category of participation	Is it mandatory to participate in all category or any one category can be participated?	As per the EOI scope of work, bidders has to supply the entire list of category items (100%). There is no provision to quote any one items or skip any one item. Refer ITB, Section 1, Clause II.
15	Value of procurement	Whether any estimated total value of procurement is available?	This is an empanelment EOI. Based on the requirement from time to time a separate second stage limited EOI shall be floated with list and quantity of complete items for collecting the price bid.
16	Project budget	Whether any estimated project cost is available?	This is an empanelment EOI. Based on the requirement from time to time a separate second stage limited EOI shall be floated with list and quantity of complete items for collecting the price bid.
17	Pre Contract Integrity pact	Whether Pre Contract Integrity to be printed in stamp paper?	At the time of submitting the bid, the Pre Contract Integrity can be taken in the bidder's letter head.
18	Consortium partner experience	It is mentioned that the Bidder(s)/Lead Bidders and consortium partner (if any) should have work experience in procurement/supply/Distribution of Pharmaceutical/surgical/ Medical equipment items consecutively for 3 years i.e. 2021-22, 2022-23 and 2023-24 for a minimum value of Rs.5 Crore every year. Kindly clarify whether the consortium partner should also have the similar experience?	Please refer the EOI, ITB, Section 2, clause 1.2, as per that Consortium partner should also have similar work experience
19	Documents to be submitted	In order to prove the experience, purchase orders from from Central Govts/ State Govts/ PSUs/ Autonomous agencies/ other institutions. Kindly clarify the Other institution means?	The Other institutions means any institution other than specified in ITB, Section 2 - clause 7.2 (d)

20	Experience criteria	Rs.5 Crore every year work order is a restrictive will affect number of participants to participate	Bidder can choose a consortium partner. The expected work order is much more than the minimum order value asked in the eligibility criteria.
21	Consortium Agreement	In Annexure 11 - Consortium agreement the year is mentioned as 2022 instead of 2024	Will put necessary amendment to correct the same.
22	Payment Terms	Request to release the first 40% Payment terms within 30 days instead of 60 days	No change in payment terms.
23	Technical Specification	Technical specification of Pharma products, medical equipment, surgical equipment, RFID scanner are not clear	Shall be provided in the second stage of the EOI
24	List of items	What are the Details of Pharma, surgical and medical items?	Shall be provided in the second stage of the EOI
25	Final Quantity	Final quantity of supplies of each product category	Shall be provided in the second stage of the EOI
26	Turnover	The turnover Rs.50 Crore turnover is higher which may restrict the number of participation. Request to reduce the turnover amount.	In case the prospective bidder turnover is not meeting the criteria, the bidders can choose a consortium partner as per the EOI clause III in ITB.
27	Turnover	Instead of Rs.50 Crore turnover every year request to modify the average turnover to total turnover of 3 years as 50 crores / or average turnover of 3 years as 20 crores maximum	No Change in the criteria
28	Packing in Cuboids	Confirm whether all items to be packed exclusively in cuboids provided by HLL	Refer ITB, Section 1, Clause II (c).

Vice President (Procurement Services) & GH (HCS)