Government of Rajasthan

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No. F.2 ( )/RHSDP/EPMC/2010/434 Date: 5-02-2010

To,
M/s ----------

Subject: Minutes of Pre Bid Conference
Reference: 1-Pre Bid Meeting held on 11-01-2010
2- IFB No. F.2 (35)/RHSDP/EPMC/02/2009/7413 Dated 16-12-2009

Please refer the above cited subject.
A pre bid conference was held on 11-01-2010 in reference to above mentioned IFB for procurement of medical equipments through International Competitive Bidding (ICB).
The minutes of pre bid conference is enclosed herewith.
Please acknowledge the receipt.

-sd-
Sr. Accounts Officer
RHSDP. Jaipur.

Encl.: As above

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Minutes of Pre -Bid -Conference

Ref: IFB No. F.2 (35)/RHSDP/EPMC/02/2009/7413 Dated 16-12-2009
Date: 11-01-2010 **Time:**14:30 hrs
Venue: Conference Room : PMU

A pre bid conference was held on 11-01-2010 in reference to ICB for procurement of Medical Equipments. The prospective bidders / bidder's authorized representatives were attended the pre-bid conference. It was asked in the pre bid conference form the prospective bidders / bidder's authorized representatives to submit their queries in writing.
The queries submitted by the prospective bidders / bidder's authorized representatives and the responses are as follows:

Sr. No.	Description	Queries	Response
1	Technical Specification of Ventilators	In the technical specifications please mention the BIPAP or equivalent instead of BIPAP only	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Ventilator whereby it has been mentioned that BIPAP or equivalent.
2	Technical Specification of Ventilators	Please make the technical specifications of Ventilators as a Universal Ventilator i.e. applicable for neonates to adult. There is no need to procure separated neonatal Ventilator and this is beneficiary for ICU purpose also. Accordingly the tidal volume should be 5 ml to 1800 ml.	Please refer the Section VI Schedule of Requirements S.N. 4 Technical Specifications of Ventilator whereby it has been clearly mentioned the requirement of Ventilator to be used for pediatric to adult. For neonates application separate neonates ICU is also required and RHSDP is providing Ventilator to ICU which is to be used for adult and pediatric purpose only. There is no need to amend the technical specifications.
3	Technical Specification of Ventilators	Please make CE marked / USFDA approved instead of CE marked and USFDA approved. Since CE	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Ventilator

		marked is also equivalent to USFDA.	whereby it has been mentioned "Must be CE MARKED / US FDA approved
4	Technical Specification of Ventilators	Please maintain CE marked and USFDA approved as it gives the best quality of the monitors. The alone CE marked cannot ensure the quality of the Cardiac Monitors.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Ventilator whereby it has been mentioned "Must be CE MARKED / US FDA approved
5	Technical Specification of Bed Side Monitor	Please remove the touch screen from the technical specifications. The touch screen requires more maintenance and it is difficult to repair.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Cardiac Monitor (Bed side) whereby it has been mentioned only TFT / LCD screen.
6	Technical Specification of Bed Side Monitor	Please maintain the touch screen in the specification alongwith the navigation wheel.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Cardiac Monitor (Bed side) whereby it has been mentioned only TFT / LCD screen.
7	Technical Specification of Bed Side Monitor	Is it necessary for thermal printer in the Cardiac Monitor.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Cardiac Monitor (Bed side) whereby it has been mentioned "Monitor should be supplied with thermal recorder". It is to be noted that the monitors will be used in ICU as well as in Trauma Unit and in trauma unit since there is no facility for printing therefore this feature is essential.
8	Technical Specification of Central Monitoring System	Please mention the number of beds to be connected for central monitoring nurse station.	Please refer the Section VI Schedule of Requirements S.N. 4 Technical Specifications of Central Monitoring System whereby it has been clearly mentioned "Provision for connecting at least 10 Multi Parameter monitors simultaneously".
9	Technical Specification of Central Monitoring System	Is it necessary that the Central monitoring system should have data accessing via internet / intranet.	Please refer the Section VI Schedule of Requirements S.N. 4 Technical Specifications of Central Monitoring System whereby it has been clearly mentioned "Should be upgradeable

			for viewing the central station data on any PC or accessing the data via internet/intranet". Upgradeability of above feature is required. In critical situation for purpose of treatment if clinician wants guidance / consultation then this facility is essential for sending the data via internet / intranet.
10	Technical Specification of Bed Side Monitor	Please make CE marked / USFDA approved instead of CE marked and USFDA approved. Since CE marked is also equivalent to USFDA.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Cardiac Monitor (Bed side) whereby it has been mentioned "Must be CE MARKED / US FDA approved
11	Technical Specification of Bed Side Monitor	Please maintain CE marked and USFDA approved as it gives the best quality of the monitors. The alone CE marked cannot ensure the quality of the Cardiac Monitors.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Cardiac Monitor (Bed side) whereby it has been mentioned "Must be CE MARKED / US FDA approved
12	Technical Specification of Bi-Phasic Defibrillator	Upgradeability of NIBP to be included and remove EtCO2	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Bi-Phasic Defibrillator whereby it has been mentioned "The unit should be upgradeable to Pulse Oximetery, Pacer mode, NIBP and EtCO2 at site. Since the Bi-Phasic Defibrillator can be used in O.T. also therefore the feature EtCO2 is essential.
13	Technical Specification of Bi-Phasic Defibrillator	EL display should be included alongwith TFT / LCD display.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Bi-Phasic Defibrillator whereby it has been mentioned "It should have integrated high resolution color TFT/LCD display with facility for displaying waveforms". Since TFT / LCD display technology is far better than EL display and it is

			available of all the manufacturer's of Bi-Phasic Defibrillators.
14	Technical Specification of Bi-Phasic Defibrillator	Please make CE marked / USFDA approved instead of CE marked and USFDA approved. Since CE marked is also equivalent to USFDA.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Bi-Phasic Defibrillator whereby it has been mentioned "The init should be CE MARKED / US FDA approved
15	Technical Specification of Bi-Phasic Defibrillator	Please maintain CE marked and USFDA approved as it gives the best quality of the monitors. The alone CE marked cannot ensure the quality of the Cardiac Monitors.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Bi-Phasic Defibrillator whereby it has been mentioned "The unit should be CE MARKED / US FDA approved
16	Technical Specification of Syringe Infusion Pumps	In Syringe Infusion Pumps occlusion pressure trigger levels should be in 3 -4 steps.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Syringe Infusion Pumps whereby it has been mentioned "Selectable Occlusion pressure trigger levels from 100 ~ 900 mmHg in atleast 3-4 steps with a choice to select the default setting by the operator is must. Facility to display the actual pumping pressure in numeric as well as graphical form in the backlit display should be there".
17	Technical Specification of Syringe Infusion Pumps	In Syringe Infusion Pumps syringe size should be 10,20 & 50/60ml and choice of 3-5 popular pre set syringe brands.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Syringe Infusion Pumps whereby it has been mentioned "Should work on standard disposable Syringes of 10,20 & 50/60 ml sizes of different makes. Wider choice (3-5 pre set syringe brands or more) will be preferred. Volumetric accuracy must be within +/-2 %. Syringe loading from front and not top loading type".
18	Technical	In Syringe Infusion Pumps drug	Please refer the Section VI Schedule

	Specification of Syringe Infusion Pumps	directory should not be more than 25 or 30.	of Requirements S.N. 4 amended Technical Specifications of Syringe Infusion Pumps whereby it has been mentioned "Display of Drug Names with a provision of memorizing about 25 to 30 names of commonly used drugs must be there.
19	Technical Specifications of Central Medical Gas Pipeline System	In Central Medical Gas System at Medical gas Outlet it has been mentioned at one point Ohmeda Diamond Gas Specific Adaptors at another point it has been mentioned PB- type Gas specific adaptors. Please clarify the type of adaptors.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Central Medical Gas Pipeline System whereby it has been mentioned PB- type gas specific adaptors.
20	Technical Specifications of Central Medical Gas Pipeline System	In ward vacuum units it has mentioned digital type display r and at the same time it has been asked dial type gauge. Please clarify it.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Central Medical Gas Pipeline System whereby it has been mentioned only digital type display for Ward vacuum unit.
21	Technical Specifications of Central Medical Gas Pipeline System	The Collection Jar does not need to include vacuum regulator as it has been asked Digital type imported vacuum regulator. Please clarify it.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Central Medical Gas Pipeline System whereby the portion of vacuum regulator in Collection Jar has been deleted.
22	Technical Specifications of Central Medical Gas Pipeline System	In Horizontal Bed Head Panel should include CE marked / UL listed instead of CE marked.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Central Medical Gas Pipeline System whereby it has been mentioned " The Horizontal Bed Head Panel :It will be ISO standard and CE certified / UL listed".

23	Technical Specifications of Central Medical Gas Pipeline System	Copper pipes should be factory degreased instead of site degreasing as it is hazardous in terms of using some chemicals for cleaning purposes.	Please refer the Section VI Schedule of Requirements S.N. 4 amended Technical Specifications of Central Medical Gas Pipeline System whereby it has been mentioned " All pipes fittings and valves will be factory degreased and certificate of the same should be submitted".
24	Technical Specifications of Central Medical Gas Pipeline System	In BOQ of Central Medical Gas System the length of copper pipe has not been specified only single unit has been mentioned. Please clarify.	Presently the construction of ICU wards, Trauma Unit is to be started. Therefore it is difficult to provide details of area of ICU and Trauma. It is requested to all the prospective bidders to quote unit rate of each item. Accordingly each bid will be evaluated. After completion of the construction work RHSDP will provide complete details of each site to the qualified bidders.
25	Qualification Criteria of Central Medical Gas Pipeline System	In Qualification Criteria it has been mentioned The bidder must have manufactured and supplied goods (equipments) of the type specified in the Schedule of Requirement to the extent of the quantity indicated under "Section – VI, Schedule of Requirements" in any one of the last three calendar years. Accordingly for Central Medical Gas System the manufacturer should have completed 30 units. Please note that Central Medical Gas Pipeline System is a project and not a unit. So it should not be related with the units. Also for all the manufacturer's of the Central Medical Gas Pipeline System it is difficult to complete 30 projects in one calendar year. Therefore it is requested it should be reduced to 10 to 15 projects in a calendar year.	Addendum to section III. Evaluation and Qualification Criteria, item 4. Post Qualification requirements(ITB 38.2) (b) Experience and Technical Capacity (v) for item at S.N.2 Central Monitoring Gas System(O2 and suction),the minimum number of equipment manufactured and supplied-30 units." One unit of central monitoring gas system will be considered equivalent to work executed for 12 beded capacity of a hospital. If the bidder has executed a single project of bigger size, then each completed unit will be calculated in the multiple of 12 beds. For example if a bidder has executed a project of 120 beded capacity then the completed units for the purpose of this bid will be considered as 10. Similarly the same criteria will be applicable to sub clause(vii)(b) of the same item pertaining to technical experience of an authorized representative.

26	Turnover to be reduced	Please refer Qualification Criteria where by it has been asked for Ventilators The minimum annual turnover of the bidder for line item must be equivalent or more than the specified amount underneath in any one of the last three financial years; For Ventilator it is INR238000000.00 It should be reduced.	It is requested from the World Bank that the turnover may be kept as 1.75 times of the estimated value of the equipments proposed to be purchased. Therefore for line item Ventilator the proposed turnover is INR 208250000.00
27	Turnover to be reduced	Please refer Qualification Criteria where by it has been asked for Cardiac Monitors " The minimum annual turnover of the bidder for line item must be equivalent or more than the specified amount underneath in any one of the last three financial years; For Cardiac Monitors it is INR 128500000.00 It should be reduced.	It is requested from the World Bank that the turnover may be kept as 1.75 times of the estimated value of the equipments proposed to be purchased. Therefore for line item Cardiac Monitors the proposed turnover is INR 112437500.00
28	Turnover to be reduced	Please refer Qualification Criteria where by it has been asked for Bi-Phasic Defibrillators The minimum annual turnover of the bidder for line item must be equivalent or more than the specified amount underneath in any one of the last three financial years; For Bi-Phasic Defibrillators it is INR 60000000.00 It should be reduced.	It is requested from the World Bank that the turnover may be kept as 1.75 times of the estimated value of the equipments proposed to be purchased. Therefore for line item Bi-Phasic Defibrillators the proposed turnover is INR 53375000.00
29	Turnover to be reduced	Please refer the Qualification Criteria whereby it has been asked that In case of a bidder is an agent of a manufacturer offering to supply goods (equipments) that the agent does not manufacture or otherwise produce the financial capacity of the agent should be at least 1/3 of the annual turnover of each line item that of the manufacturer, provided the manufacturer of the items quoted meets the above Annual Turnover requirement as mentioned in the above table. The agent must	The authorized agent should get a certificate from their principals / manufacturer towards turnover of the business which was handled by the agent but for which payment were not routed through them and were directly made to the principal / manufacturer. The amount of commission received for the aforesaid business must be reflected in the books of agent. This certificate should also be counter signed by a Chartered Accountant certifying that the aforesaid commission has truly been received by the agent.

		submit the documentary evidence to support his and respective manufacturer's annual turnover. Further bidders have suggested that in many cases where the business is secured and handled by an agent on behalf of his principal or manufacturer and the payment is directly made by the buyer to manufacturer/principal through various modes like LC. In such situations though the agents receives commission from the principals but the turnover does not get reflected in their books. Therefore their amount of commission should be converted into turnover so as to reflect true picture of the business done by them as agent.	
30	Turnover to be reduced	Please refer the Qualification Criteria whereby it has been asked that In case of a bidder is an agent of a manufacturer offering to supply goods (equipments) that the agent does not manufacture or otherwise produce the financial capacity of the agent should be at least 1/3 of the annual turnover of each line item that of the manufacturer, provided the manufacturer of the items quoted meets the above Annual Turnover requirement as mentioned in the above table. The agent must submit the documentary evidence to support his and respective manufacturer's annual turnover. Further it is requested to reduce the turnover of authorized agent by ¼ of the manufacturer or the indirect turnover also may be considered.	The authorized agent should get a certificate from their principals / manufacturer towards turnover of the business which was handled by the agent but for which payment were not routed through them and were directly made to the principal / manufacturer. The amount of commission received for the aforesaid business must be reflected in the books of agent. This certificate should also be counter signed by a Chartered Accountant certifying that the aforesaid commission has truly been received by the agent.