

Schedule 1 : Foil Patch Applicator Machine

Company: M/s. Geitz

Pre-Bid Conference Questions

Comments of JPC

Section VII: Technical Specification:

<p>I. Brief Description : Point No. 4 : Minimum & Maximum Sheet Size: W x L (mm), 475 x 600 and 700 x 820; These seems to be typographical mistake in mentioning the W x L. 475 mm & 700 mm should be Length instead of Width. Accordingly 600 mm & 820 mm should be Width instead of Length.</p>	<p>In the tender, we have gone by the convention of the longer side being denoted as length and the shorter side as width. However, to amply clarify matters, it is to be now understood that the side that is perpendicular to feed direction (Cross direction) is width and the side which is in line with the feed direction (Machine Direction) is Length. Therefore the bidder shall ensure that the maximum sheet size possible in their machine shall be 700 X 820 mm & minimum shall be 475 mm X 600 mm.</p>
<p>Clause 3 Modules: a) Sheet Feeder Unit:</p>	
<p>Shall preferably have the facility for pre- piling device and auxiliary pile; - Shall preferably have automatic systems to detect defective sheets such as folded; Please confirm whether it's mandatory to offer this or is it optional. sheet/corners, torn sheets, etc.</p>	<p>It is not a mandatory requirement</p>
<p>Shall be suitable for accommodating trouble free feeding of sticky, wavy sheets, marginally mis-aligned sheets. If sheets are sticking, no feeder and air blowers of a machine will help. This will then require manual work of operators during the pre-piling process of the sheets.</p>	<p>If sticky sheets fail to be seperated by air blowers or any such devices, the Double Sheet Detector provided, should automatically swing into action and prevent feeding of double sheets.</p>

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c) Film feeder, Registration & Disposal:

Provision for changing Foil webs/rolls without interrupting production through manual/auto splicing shall be indicated. Flying splice for hologram is not existing. The foil spool/bobbin would require to be changed manually. When changing manually, it will require stop of production on machine for a short time.

In case auto splicing is not available time required for such changeover time shall be mentioned which will be used for calculating up time of the machine for arriving at Output.

Section VI : List of Requirements:

Delivery Schedule :

a) First machine has to be delivered and FAT of these machines will have to be completed within 9 months from date of issue of NAC. Factors beyond FOB European Port like availability of ship, Sea transportation, Customs Clearance at Indian Port, transportation from Port to Site, etc are not under our control, and hence the time of FOB shipment is required to be specified rather than time up to the completion of FAT. Further, we can confirm the deputation of installation team in a fortnight from the date of receipt of invitation. Accordingly, we propose delivery schedule as under:- First two machines: 12 months from date of LC; - Next two machines dispatch - 4 months later, and thereafter dispatch of 2 machines in each lot at a regular interval of 4 months until completion of supply of 10 machines.

The party prefers delivery time line for FOB (Ex-Works), which is reasonable. After the deliberation it has been decided to accept following delivery terms:

1. First machine will be shipped on FOB Basis in 9 Months from the date of NAC
2. After the first machine, for every 4 months two Machines will be shipped on FOB basis
3. Shipping of the last machine (on FOB) will be completed by 25th month from the date of NAC

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Section VI : List of Requirements:

e) Scope of Supply :

It is requested to provide die making facility to prepare stamping dies. Stamping dies used in our machine are made of hardened steel which is heat treated and finished with surface grinding. These dies are long lasting for many years. Hence we don't see the necessity for such equipment as very little/ negligible use during the life time of the Foil Patch application machine. Further, the cost of dies is negligible as compared to the cost of CNC cutting/engraving machine. Instead of that we would provide an additional set of single stamping dies (per machine) so that for the case a single stamping die is damaged it could be replaced.

Accepted. a) one additional set of stamping dies to be included in the offer b) Detailed manufacturing drawings of dies with BOM and heat treatment schedules should be provided as documentation accompanying the bid.

Section III : SIT

Sr. No. 11 – G.I.T. Clause 18 : EMD

Shall be preferably in Indian Rupees: Since we are issuing BG from a foreign bank (which will be duly confirmed by Scheduled Commercial bank in India), we request for permitting issue of BG in Swiss Francs equivalent to Rs. 6 crores.

In case of bank guarantee, the same is to be provided from/confirmed by any scheduled commercial bank in India as per the format specified under Section XIII in these documents. It shall be "Preferably" in INR. However, bidder/s are permitted to issue in their currency equivalent to INR 6 crores.

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Sr. No. 18 : Additional Factors for evaluation of offers:

1. Output (O):







1. Make-ready in the beginning of the shift: Please let us know the work flow at your end for us to work out the Make ready in the beginning of the shift.	Make ready time required for setting up for the offered machine shall be specified. Work flow required by us need not be factored here.
3. Time taken for Shift End Activities: Please let us know the work flow at your end for us to work out the time taken for Shift End Activities.	Time required for shift end activities for the offered machine shall be specified. Work flow required by us need not be factored here.

3. Spoilage :

a) Bank Note Paper Spoilage: Banknote Paper spoilage – it would make sense to define Banknote Paper spoilage in categories, viz: a) after a machine stop (Ramp up waste; after Foil splice) and b) after Foil change over.	We are looking for the Overall Bank Note paper Spoilage during hot foil stamping operation. We do not find any reason to mention the categories. however, vendors are welcome to give, spoilage at various stages as deemed fit"
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Section XI : Price Schedule :

Table A : Unit Rate (INR) & Total Price (INR): Since we are foreign bidders & quoting on CIF basis, it should be amended to include other currencies.	Bidder should quote the prices preferably in Indian Rupees. In case if the bidder quotes in other currency, such quoted prices of the responsive tenderers will be converted to a single currency viz., Indian Rupees for the purpose of equitable comparison and evaluation, as per the B.C. selling exchange rates established by the State Bank of India for similar transactions, as on the date of tender opening for L1 determination. In case of any bank holiday, the previous day's closing price will be considered.
Closing date for receipt of tenders – 19/08/2016: After receiving clarification to various points and final amendments we need at least four weeks for submission of Tender.	Necessary amendments arising out of the pre-bid discussions will be carried out and as requested by all the attendees of pre-bid conference, last date of submission will be extended upto 19th September 2016

Schedule 1: Foil Patch Applicator Machine

Company: M/s. KBA

Pre-Bid Conference Questions

Comments of JPC

Q1 Payment Conditions (p57, § 22.3) :

80% of the price shall be paid through irrevocable LC against shipment of material and submission of shipping documents. Due to the large capital expenditure required to meet the very challenging delivery schedule for both schedules we kindly request that the BRBNMPL consider an initial down payment of 20% of the contract value be made upon Notice of Award for both schedules.

There is no provision for advance payment for capital purchases for our tenders. Hence unable to accede to the vendor's request. (As per clause 9.12 of BRBNMPL procurement manual, advance payments against BG can be given for Direct contracting, fabrication and development contracts)

Q2 Delivery schedule (p70, § a,b,c)

We understand that a key factor for the success of the projects within BRBNMPL lies in the stringent execution of the commissioning, the acceptance, training, installation and hand over procedures. To have optimal conditions for all teams involved we propose to apply a schedule which takes these factors into account as well as furnishing machines as quickly as possible: Further BRBNMPL applies heavy penalties to delay and underperformance; The schedule also needs to be formulated to eliminate any influence not under the control of the supplier (e.g. transport by sea); For the good running and guarantee of a successful project we therefore propose for both projects the following schedule framework: Delivery of first machine ex-works 9 months after notification of award Completion of FAT 14 weeks after arrival of machine on site at BRBNMPL Completion of all machines within 24 months after completion of FAT of first machine

The party prefers delivery time line for FOB (Ex-Works), which is reasonable. After the deliberation it has been decided to accept following delivery terms:

1. First machine will be shipped on FOB Basis in 9 Months from the date of NAC
2. After the first machine, for every 4 months two Machines will be shipped on FOB basis
3. Shipping of the last machine (on FOB) will be completed by 25th month from the date of NAC

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Q3 Experience & Past Performance (p88, § 2)

The past performance relates to the processes. For both processes (micro perforation and foil patch application) reference is made to a wide variety of substrates (p73, § 2, line 2, convertible stock) (p79, § 2, line 2, convertible stock). The bidder has to provide references for all materials mentioned in the definition of convertible stock. Please confirm that our understanding is correct

Bidder need not provide references for all substrate requirement. However the machine shall be suitable for running all variety of substrates.

Q5 FAT conditions (p85, § 1)

FAT condition: The working week has 6 working days. Bank holidays and weekends are not counted. During FAT there will be one shift of 9 hrs with no break time. Please confirm that our understanding is correct

FAT will be for 25 continuous working days. During FAT machine will be operated for one shift of 9 hours with no break time.

Q10 Sheet Size (p72, § 4)

The Indian banknote sheet layouts follow the worldwide standard of the Super format. The maximum Super Format definition is defined as 820mm WIDTH x 700mm LENGTH (in machine transport direction) Thus the W and L definition of the sheet sizes should be in vers. Minimum sheet size 600mm(W) x 475mm(L) and Maximum sheet size 820mm(W) x 700mm(L). Please confirm that our understanding of the sheet formats is correct

In the tender, we have gone by the convention of the longer side being denoted as length and the shorter side as width. However, to amply clarify matters, it is to be now understood that the side that is perpendicular to feed direction (Cross direction) is width and the side which is in line with the feed direction (Machine Direction) is Length. Therefore the bidder shall ensure that the maximum sheet size possible in their machine shall be 700 X 820 mm & minimum shall be 475 mm X 600 mm.

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Q11 Stamping Area (p73, § 2, 18)

The stamping area (18mm in machine direction, 25mm cross) is the area of the hot stamping foil transferred by the stamping tool. It contains all elements on the foil including de-metallized areas. Please confirm that our understanding of the stamping area is correct.

Yes. Your understanding is correct. This is the compulsory requirement. However machine shall be suitable for different stamping and foiling area also and the capabilities of machine shall be spelt clearly.

Q12 Registration Precision (p73, § 2, 110)

The pre-product for the foil application may contain any number of previous print processes including no print at all. Thus the register precision shall be referenced to the sheet. We recommend specifying the register precision with a stochastic tolerance of a standard Gauss distribution. Registration of application to sheet : $\sigma 2 \pm 150\mu\text{m}$ (referenced to the front and side lay position on the sheet)

Recommendation is accepted by the purchaser as well as by all the attendees of pre-bid. Hence it will be amended as Foil to Sheet Register instead of foil to Print register and Registration of application to sheet will be mentioned as : $\sigma 2 \pm 150\mu\text{m}$ (referenced to the front and side lay position on the sheet)

Q13 delivery pile capacity (p75, §d. , 15)

The piling of minimum 5'000 sheets per production delivery pile is specified. The possibility to use alternatively boards with a capacity of minimum 500 sheets is also specified. In the latter case, depending on substrate characteristics the minimum of 5'000 sheets cannot apply at the same time. Please confirm that our understanding of the production pile capacity is correct.

5000 sheets shall be piled in one Board in a pile and requirement of 10 Boards of 500 sheets will be removed. Tender document will be suitably amended.

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Schedule 1: Foil Patch Applicator Machine

Company: M/s. Steur

Pre-Bid Conference Questions	Comments of JPC
<p>P. 73, 3.a) "Should have system that aligns the sheets to the defined pre-printed registers marks or to the front and side edge." Does this mean that the machine should have EITHER ONE OF THE TWO, the capability to align the sheet to printed marks OR to align to the front and side edge .</p>	<p>Vendors understanding is correct, namely that registering should be either with respect to preprinted marks orto front and side lays.Systems/s is required to align the sheet to the front as well as to the side edge.</p>
<p>P. 75, 3.c) "Provision for changing foil webs/rolls without interrupting production through manual/auto splicing shall be indicated." Could you please give further explanation on this?</p>	<p>We would like to know whether machine will be required to be stopped for change of foil roll. If so, the time required for such changeover should be indicated by the bidder, which will be used for calculating machine uptime.</p>
<p>P. 75, 3.d) "... and each delivery board shall have the capacity to hold minimum 500 sheets." It is unclear to us what is meant by "delivery board" in this context</p>	<p>5000 sheets shall be piled in one Board in a pile and requirement of 10 Boards of 500 sheets will be removed. Tender document will be suitably amended.</p>
<p>P. 44: Additional Bank Guarantee for normalization procedure. In this illustration when L2 becomes L1 after RQP with a difference of 5.78,40,000 , it seems that an additional BG of 10% of the amount should be given as additional BG. However in the tender form the full figure is given as the additional amount of BG required,which would be considerably higher and almost double of the 10 % of original price. This seems to be a printing error. Please clarify.</p>	<p>No. Additional BG had to be given for the full value, because of which the L2 has become L1. It is not the 10% of the amount. There is no printing error. It is in addition to the regular 10% BG of the original price.</p>

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Schedule 2: Micro-Perforation Machine

Company: Ms. KBA

Pre-Bid Conference Questions	Comments of JPC
<p>80% of the price shall be paid through irrevocable LC against shipment of material and submission of shipping documents. Due to the large capital expenditure required to meet the very challenging delivery schedule for both schedules we kindly request that the BRBNMPL consider an initial down payment of 20% of the contract value be made upon Notice of Award for both schedules.</p>	<p>There is no provision for advance payment for capital purchases for our tenders. Hence unable to accede to the vendor's request. (As per clause 9.12 of BRBNMPL procurement manual, advance payments against BG can be given for Direct contracting, fabrication and development contracts)</p>
<p>We understand that a key factor for the success of the projects within BRBNMPL lies in the stringent execution of the commissioning, the acceptance, training, installation and hand over procedures. To have optimal conditions for all teams involved we propose to apply a schedule which takes these factors into account as well as furnishing machines as quickly as possible: Further BRBNMPL applies heavy penalties to delay and underperformance; The schedule also needs to be formulated to eliminate any influence not under the control of the supplier (e.g. transport by sea); For the good running and guarantee of a successful project we therefore propose for both projects the following schedule framework: Delivery of first machine ex-works 9 months after notification of award. Completion of FAT 14 weeks after arrival of machine on site at BRBNMPL. Completion of all machines within 24 months after completion of FAT of first machine</p>	<p>Delivery Schedule has been accepted as follows: Delivery of first machine 9 months from the date of NAC on FOB basis; One machine for every two months on FOB Basis and the last machine to be shipped in 18 months on FOB Basis from the date of NAC.</p>
<p>FAT condition: The working week has 6 working days. Bank holidays and weekends are not counted. During FAT there will be one shift of 9 hrs with no break time. Please confirm that our understanding is correct</p>	<p>FAT will be for 25 continuous working days. During FAT machine will be operated for one shift of 9 hours with no break time.</p>
<p>The micro perforation systems have a long life cycle and are operable for considerable time. We request that the requirement of at least one Micro Perforation machine for banknote printing having been installed during the last 5 years be extended to systems which have completely refurbished or upgraded in this period.</p>	<p>To be amended as "at least one micro-perforation machine for banknote production" and the condition of during the last five years to be removed</p>

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Q21 micro perforation image matrix (p78, § 1.b)	
The transport direction is y, the cross direction is x. The image matrix shall be X x Y, 10 x 30 addressable hole positions as a maximum image matrix size. Please confirm that our understanding of the maximum addressable image matrix is correct	Yes. Your understanding is correct.
Q22 micro perforation hole matrix (p78, § 1.b)	
The transport direction is y, the cross direction is x. The number of holes in the addressable matrix (see also Q21) shall be 50% in x and y direction. This would be a maximum of 5 x 15 holes (75 holes) in the matrix of 300 addressable hole positions. Please confirm that our understanding of the maximum micro perforation hole image within the maximum addressable image matrix is correct.	Vendors understanding seems to be correct
Q23 micro perforation hole size (p78, § 1.c.1)	
The range of the hole size is the allowable tolerance fluctuation due to material fluctuations (p79, § 2, line 2, convertible stock). We recommend to specify the hole size with a stochastic tolerance of a standard Gauss distribution. Hole size diameter : 100µm, σ2 +/-30µm	Recommendation is acceptable. Accordingly tender document will be amended
Q24 position accuracy (p78, § 1.c.2)	
We understand that the relative position of the holes within the individual micro perforation hole matrix (p78, § 1.b) is addressed. Please confirm that our understanding of the position accuracy is correct.	The vendors understanding seems to be correct since registration accuracy is mentioned in the tender as +/- 1.25 mm with respect to front and side lay. Recommendation is acceptable. Accordingly tender document will be amended
Q25 Sheet Size (p78, § 1.g)	
The Indian banknote sheet layouts follow the worldwide standard of the Super format. The maximum Super Format definition is defined as 820mm WIDTH x 700mm LENGTH (in machine transport direction) Thus the W and L definition of the sheet sizes should be inversed. Minimum sheet size 600mm(W) x 475mm(L) and Maximum sheet size 820mm(W) x 700mm(L). Please confirm that our understanding of the sheet formats is correct	In the tender, we have gone by the convention of the longer side being denoted as length and the shorter side as width. However, to amply clarify matters, it is to be now understood that the side that is perpendicular to feed direction (Cross direction) is width and the side which is in line with the feed direction (Machine Direction) is Length. Therefore the bidder shall ensure that the maximum sheet size possible in their machine shall be 700 X 820 mm & minimum shall be 475 mm X 600 mm.

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Q26 controls of quality (p79, § 1.i)

We understand that the controls shall allow to monitor the laser process that under regular conditions the quality of the laser perforations is assured. The optical quality inspection is addressed in (p79, § 1.j) Please confirm that our understanding of the controls of quality is correct.

Yes. Your understanding is correct.

Q27 optional online quality control (p79, § 1.j)

The optional on-line quality control is technically feasible and will demand a 3rd full pile for the acceptance of sheets sorted out of the process. Such a quality control device and an additional pile will require additional space and time to build, install commission and test.

All necessary features consequent to optional online quality control may also be quoted for this option.

Please confirm that should this optional system be purchased an extended delivery schedule is allowable without negative influence on the assessment of the offer.

The delivery schedule is for the standard requirement. Regarding decision on procurement of optional items and the appropriate delivery schedule will be discussed with the successful bidder

Q28 speed and convertible stock (p79, § 2, II & 12)

Due to the principal power limitations of any laser - once the minimum has been specified - the speed is dependent on the layout (micro perforation image matrix (p78, § 1.b), micro perforation hole matrix (p78, § 1.b)) and the material. The acceptance criteria are thus demonstrated on a banknote velin paper of 80gr/m² with the specified minimal matrix (micro perforation image matrix (p78, § 1.b), micro perforation hole matrix (p78, § 1.b)). Any other material and micro perforation hole matrix specification is subject to qualification of the process, including the correct filter materials for fumes and dust. Please confirm that our understanding of the speed and convertible stock is correct.

Yes. Your understanding is correct.

Q29 Registration Precision (p79, § 2, 17)

The pre-product for the micro perforation application may contain any number of previous print processes including no print at all. Thus the register precision shall be referenced to the sheet. We recommend specifying the register precision with a stochastic tolerance of a standard Gauss distribution.

Recommendation is accepted by the purchaser as well as by all the attendees of pre-bid. Hence it will be amended as Micro-perforation to Sheet Register instead of Micro-perforation to Print register and position on the sheet)

Registration of application to sheet : $\sigma 2 \pm 1,5$ mm (referenced to the front and side lay position on the sheet)

Registration of application to sheet will be mentioned as : $\sigma 2 \pm 1,5$ mm (referenced to the front and side lay

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Q30 delivery pile capacity (p81, §c. 15)

The piling of minimum 5'000 sheets per production delivery pile is specified. The possibility to use alternatively boards with a capacity of minimum 500 sheets is also specified. In the latter case, depending on substrate characteristics the minimum of 5'000 sheets cannot apply at the same time. Please confirm that our understanding of the production pile capacity is correct.

5000 sheets shall be piled in one Board in a pile and requirement of 10 Boards of 500 sheets will be removed. Tender document will be suitably amended.

Last date of Submission

Necessary amendments arising out of the pre-bid discussions will be carried out and as requested by all the attendees of pre-bid conference, last date of submission will be extended upto 19th September 2016

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CORRIGENDUM/AMENDMENT TO TENDER (NO. GT/FP&MP/CO/04/2016-17 DATED 02nd JULY 2016) FOR PROCUREMENT OF FOIL PATCH AND MICRO-PERFORATION MACHINES

Date: 16/09/2016

It is informed to all concerned that the following corrigendum/amendments are part of the above mentioned tender

1. Time for submission of the tender bids is extended till 15:00 hrs on 13th October 2016 and the bids will be opened at 16:00 hrs on 13th October 2016 .
2. Consequently, the EMD submitted by the tenderers should be valid till 27th March 2017.
3. Also, in order to bring more clarity, following amendments/corrections are also made in the tender document.

Section VII - Technical specification, Schedule 1: Foil Patch applicator machine, Modules, c) Film feeder, Registration & Disposal.

Existing provision	Modified Provision
Foil to print registration should be within +/- 0.5 mm	Provision is deleted as alternate provision- 'Foil to sheet register with a stochastic tolerance of Sigma 2 ± 150 Microns referenced to the front and side lay position on the sheet ' is already provided under Point 2 - "Essential General Specifications" under Technical Specifications.
Shall preferably be equipped with suitable system for proper disposal / unwinding of blank / used foil carrier without affecting the speed of the machine.	Shall preferably be equipped with suitable system for proper disposal- rewinding / shredding of used/blank foil carrier - without affecting the speed of the machine.

Section VIII- Quality Control Requirement, FAT CONDITIONS-For Foil Patch Applicator.

Existing provision	Modified Provision
Serial No.6 -Machine oriented stoppage time per shift in minutes -	Serial No.6- should be read as "Time taken for Shift End activities in minutes"
