पंजीकृत और नैगमिक कार्यालय : नं. 3 एवं 4, 1 स्टेज, 1 फेज़, बी.टी.एम. लेआउट, बन्नेरघट्टा रोड, पो.बॉ.सं. 2924, बेंगलूरु - 560 029

Registered & Corporate Office: No. 3 & 4, 1st Stage, 1st Phase, B.T.M. Layout Bannerghatta Road, Post Box No. 2924 Bengaluru - 560 029 CIN - U85110KA1995PTC017100 दूरभाष स / Tel No. 91-80-66602000.





# BHARATIYA RESERVE BANK NOTE MUDRAN (P) LIMITED

(Wholly owned subsidiary of Reserve Bank of India)

Date: 25th February 2019

### **CORRIGENDUM NOTICE -3**

#### Extension of date for submission of Tender and

# Section XI- REVISED PRICE SCHEDULE format

# Tender No. 14/CO/GT/OFF/2018-19 dated 31st December 2018

For Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni)

# 1. Extension of date for submission of Tender

	Existing as per Corrigendum Notice -2	Amended
Date of Sale of tender documents	From 31st December 2018 to 08th March 2019 during office hours, i.e 09.45 Hrs to 18.00 Hrs	From 31 <sup>st</sup> December 2018 to 15 <sup>th</sup> March 2019 during office hours, i.e 09.45 Hrs to 18.00 Hrs
Closing date and time for receipt of tenders	10.30 Hrs on 11th March 2019	10.30 Hrs on 19th March 2019
Time and date of opening of Technical tender (Part I)	11.00 Hrs on 11th March 2019	11.00 Hrs on 19th March 2019

# 2. Revised Price Schedule format (Section XI)

Revised Price bid format is enclosed (Total Number of Pages - 06).

Instructions to bidders for filling up Price Schedule

- Bidders may quote the prices in Indian Rupees (INR) or in any other Foreign Currency. In case if the bidder quotes in other foreign 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.
- Bidders quoting in **Foreign Currency** should mention the Currency in which they have quoted like Euro €, JPY ¥, GBP £, etc. *The bidder shall indicate the prices for all items as per schedule in both figures and words clearly.*
- The Table A. Table B and Table D (of Price Schedule) should be filled and completed in all aspects by the bidders. Bidders need not to fill Table C (of Price Schedule) and it will be filled and completed by BRBNMPL for determining Initial L1.

All other terms and conditions of the Tender shall remain unchanged.

-Sd/-(S M Pawale) Dy. General Manager

# **Section XI: Price Schedule**

# Schedule 1: Offset Printing Machines for Banknote printing capable of printing front and back simultaneously – Total Quantity – 07 Nos.

## **Instructions to bidders for filling up Price Schedule**

- Bidders may quote the prices in **Indian Rupees** (**INR**) or in any other **Foreign Currency.** In case if the bidder quotes in other foreign 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.
- Bidders quoting in **Foreign Currency** should mention the Currency in which they have quoted like Euro €, JPY ¥, GBP £, etc. *The bidder shall indicate the prices for all items as per schedule in both figures and words clearly.*
- The following Table A, Table B and Table D should be filled and completed in all aspects by the bidders. Bidders need not to fill Table C and it will be filled and completed by BRBNMPL for determining Initial L1.

Table A) Price schedule for Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 Nos. of Offset Printing Machines for Banknote printing capable of printing front and back simultaneously, accessories & Auxiliary units to be installed 04 nos. at Mysore Press and 03 nos. at Salboni Press.

SI No.	Description	Units & Qty	Unit Rate (INR/ Foreign Currency)	Total Price (INR/ Foreign Currency)
1 (a)	Offset Printing Machines for Banknote printing capable of printing front and back simultaneously with all mandatory modules as specified in Section VII	07 Nos		
1 (b)	Online Print Quality Inspection System (Front & Back) with Security Feature Detection System	07 Nos		
1 (c)	System for Automated Control Of Ink Flow #	07 Nos		
1 (d)	Thermoregulation units	07 Nos		
2.	Auxiliaries (list of Auxiliaries to be provided)	07 Nos		
3.	Accessories (as given in Section VII)	07 Nos		
4.	Total FOB Price (Sl.No. 1+2+3)	07 Nos		
5.	Freight* for Sl.No. 1 to 3	07 Nos		
6.	Insurance** for Sl.No. 1 to 3	07 Nos		
7.	Total CIF Price (Sl. No. 4+5+6)	07 Nos		
8.	Training charges at the Manufacturer Facility	07 Nos		
9.	Installation, commissioning, On-site Training, Performance Testing charges etc. (Inclusive of GST)***	07 Nos		
10.	Total price (Sl. No 7+8+9) (Indian Rupees/ Foreign Currency)	07 Nos		
Total P	rice in Words			

# Note for Table A

# Measurement of the Ink density and color spectral values of printed sheets will be done offline. But, the corrections of the ink feed is automatic based on the information received from the offline measured values.

# \* Freight

• Freight– 04 Nos. for Mysore (Chennai Port) and 03 Nos. for Salboni (Kolkata Port).

# \*\* Insurance

- Insurance cost to be quoted by the bidders at Sl. No. 6 of Table A must be from Manufacturers premises to respective BRBNMPL premises up to unloading.
- After unloading at respective BRBNMPL premises, the insurance provided by the bidders ceases.

# \*\*\* **GST**

The present rate of GST is 18%. **The bidder needs to mention the GST rate considered in their quotation.** In case the rate of GST prevailing at the time of payment is less than the GST rate considered by the bidder, BRBNMPL will deduct the GST amount considered by the bidder even though BRBNMPL is required to pay less GST. However, in case at the time of payment, the actual GST rate is more than the rate considered by the bidder, the additional amount towards GST shall be borne by BRBNMPL.

# **Invoice**

The successful bidder should raise the Invoice in the name of respective BRBNMPL Presses and its GST number against the machine/ material supply.

# **Table B) Price schedule for Buy Back Offer:**

Sl No.	Description	Units & Qty	Unit Rate (INR/	Total Price (INR/	
			Foreign	Foreign	
			Currency)	Currency)	
1	Buy Back Offer – KBA make M/c (Mysore)*	04 Nos			
2	Buy Back Offer – Komori make M/c (Salboni)*	03 Nos			
3	Total (Sl No. 1+2)	07 Nos			
4	GST**	07 Nos			
5	5 Total Price (Indian Rupees/ Foreign Currency)				
Т	Total Price in Words				

#### Note for Table B

### <u>Table C) Initial L1 determination (Original Quoted Price-OQP)</u>

Bidders need not to fill this following Table C and its only for the purpose of Initial L1 determination by BRBNMPL.

<sup>\*</sup>If a bidder anticipates the net cost to BRBNMPL under the buyback offer, due to dismantling, disassembly and defacing of the machines, the same may be reflected in negative terms in the Table B

<sup>\*\*</sup>Applicable GST on buy back offer will be borne by successful bidder.

Sl No.	Description	Total Price (INR)
1.	Total CIF Price (as per Table A at Sl. No.7)	
2.	Training charges at the Manufacturer Facility (as per Table A at Sl. No.8)	
3.	Installation, commissioning, On-site Training, Performance Testing charges etc. (Inclusive of GST) (as per Table A at Sl. No.9)	
4.	Custom Duties @ 27.735% on Assessable Value (Assessable Value = Total CIF + 1% of CIF value as landing charges) shall be borne by BRBNMPL	
5.	Local Transportation cost of all 07 machines shall be borne by BRBNMPL (including shipment handling*) in <b>INR</b>	2,45,00,000
6.	Buy Back Offer (as per Table B at Sl. No.5)	
7.	Final Value in Rs. = Sl. No.1+2+3+4+5 – Sl. No. 6	
Total Pr	ice in words	

# Note for Table C

The above Table C need not to be filled by the bidders.

# \* Shipment handling

• BRBNMPL is responsible for the shipment handling at Indian port and consignment movement from Indian port to BRBNMPL premises and unloading under the supervision of successful bidder.

# <u>Table D) Price schedule for Maintenance spares (Breakdown and Preventive maintenance spares) for entire life cycle for a period of 10 years</u>

Sl	Description	Price of spar	es for the reco	mmended	Total
No.		quantity (IN	R/ Foreign C	Currency)	Price
		Price of	04	03	(INR/
	Press	recommended	machines	machines	Foreign
	riess	spares per	for Mysuru	for Salboni	Currency)
		machine = A	$B = A \times 4$	$C=A \times 3$	$\mathbf{D} = \mathbf{B} + \mathbf{C}$
1.	Breakdown Maintenance spares for 10 years *				
2.	Preventive Maintenance spares list for 02 <sup>nd</sup> year				
3.	Preventive Maintenance spares list for 03 <sup>rd</sup> year				
4.	Preventive Maintenance spares list for 04 <sup>th</sup> year				
5.	Preventive Maintenance spares list for 05 <sup>th</sup> year				
6.	Preventive Maintenance spares list for $06^{th}$ year				
7.	Preventive Maintenance spares list for 07 <sup>th</sup> year				
8.	Preventive Maintenance spares list for 08 <sup>th</sup> year				

9.	Preventive Maintenance spares list for 09 <sup>th</sup> year		
10.	Preventive Maintenance spares list for		
	10 <sup>th</sup> year		
11.	Total Price of Maintenance spares for 07		
	machine for a period of 10 years (Sl. No.		
	1+2+3+4+5+6+7+8+9+10) ( <b>Indian</b>		
	Rupees/ Foreign Currency)		
12.	Total Price in words		

# **Note for Table D:**

- a. Detailed breakup of the above table D from Sl. No.1 to 10 to be annexed by the bidders separately. Breakdown maintenance spares list (annexed by the bidders) and Preventive Maintenance spares list (annexed by the bidders) should have recommended quantity of each spares required per machine along with its respective unit rate.
- b. Breakdown Maintenance spares cost quoted should be on INCOTERM CIF basis and Preventive Maintenance spares should be quoted on FOB basis.
- c. All the spare parts price quoted under Breakdown Maintenance spares list and Preventive Maintenance spares list must remain firm for the period of Ten years from the date of FAC of each machine.
- d. One set of Breakdown maintenance spares for each Press (i.e. one set for Mysuru Press and one set for Salboni Press) will be procured along with the machines by BRBNMPL.
- e. Preventive maintenance spares will be procured by BRBNMPL as and when required as per the recommendation of supplier/OEM.
- f. Bidders must quote all the electrical, electronics, mechanical, pneumatic parts, etc. fitted/used in the machine which may stop the operation of the machine in case of failure, all these types of spares must be included either under breakdown spares list or preventive spares list **including floating value.**
- g. Any other item(s) which are not included in the Breakdown maintenance spare list / preventive maintenance spares list, the cost of such spares should be considered in the floating amount in that particular year as mentioned in Table D of Price schedule. If in any year, the cost for replacement of such spares (which were not included in preventive / breakdown spares list) exceeds the floating amount, in this case, the bidder has to supply such spares at free of cost.

### **Important Points**

- 1. The bidder shall indicate the prices for all items as per schedule in both figures and words clearly.
- 2. Initial L1 determination of Bids will be done based on the **Table C of Price Schedule**. The awarding of contract will be based on the Additional factors for Evaluation of Offers as explained in the **Note A under Section III: Special Instructions to Tenderers (SIT).**
- 3. Price quoted under Table D shall not be considered for initial L1 determination. However, it shall be used to calculate Saving to Investment Ratio and Life Cycle Cost.
- **4.** Applicable tax deduction at source will be made for installation, commissioning and training charges and a TDS certificate will be issued.
- **5.** Price with condition(s) shall be liable to be rejected.
- **6.** Price should be quoted as per the above format. However, components of the price quoted may be indicated separately.

- 7. Conditional discount/rebate etc shall not be considered. In case, discount is offered that should be adjusted in the price and net price should be quoted.
- **8.** The prices quoted shall be firm and no escalation will be considered on the quoted price for any reason what so ever during the currency of the contract.
- 9. Other important contractual obligations:
  - a. The bidder is expected to supply with in the contract price initial commissioning spares, oil & lubricants and consumables including 25 number of Nylo plates per machine as may be required during erection, testing, start-up and initial operation of the unit till completion of successful commissioning (FAT) and commencement of regular production.
  - b. The bidder shall give a commitment that they shall provide technical support for the offered systems and accessories and make available required spares and consumables for a period of at least 10 years from the date of expiry of warranty.

## Note: 1

- 1. The GST as applicable at actuals will be deducted against the Installation, Testing, Commissioning and Training invoice and paid to the Govt. by BRBNMPL for and on behalf of the vendor.
- 2. The following factors will be borne by BRBNMPL
  - (i) Customs duties as applicable.
  - (ii) Clearing and forwarding charges as applicable.
  - (iii) Local Transportation shall be arranged from port of discharge to the final destination.

# **Additional Note for Indian Supplier**

#### Note 2:

In case if there are any Indian suppliers, they have to quote in FOR Destination (Inclusive of GST 18% as applicable) and for comparing the quote from foreign suppliers in CIF and Indian suppliers in FOR, following notional factors will be loaded while arriving at the total landing cost for quote in CIF. –

- 1. Customs duties at 27.735% on assessable value will be added. (Assessable Value = CIF value + 1% of CIF value as landing charges).
- 2. Clearing and forwarding charges as per the following details will be added -
  - (i) Agency charges of 0.03% of CIF value + 18% GST (or as applicable) on agency charges will be added towards local agency charges.
  - (ii) Transportation charges of Rs.2,45,00,000 for all 07 machine will be added towards local transportation cost from port of discharge to final destination.

### **General Note:**

- i) BRBNMPL does not pledge itself to accept the lowest or any tender and reserves to itself the right of accepting the whole or any part of the tender or portion of the quantity tender or cancel the tender without assigning any reason what so ever.
- ii) BRBNMPL shall evaluate the bids to determine whether they are complete, whether any computational errors have been made, whether required sureties have been furnished, whether the documents have been properly signed and whether the bids are generally in order.
- iii) **Quoted price should be in words and figures**. Any discrepancy between words and figures, the price in words shall prevail. Insertions, postscripts, additions and alterations shall not be

recognized, unless authenticated by the tenderer's signature. In case of discrepancy between unit price and total price/cost, the unit rate will be considered for evaluation.

- iv) All decisions by BRBNMPL on the evaluation of bids will be final and binding on the Bidders and is not subject to any scrutiny
- v) Any effort by a bidder to influence BRBNMPL personnel or representatives on matters relative to the bid under study in the process of examination, clarification, evaluation and comparison of bids, and in decisions concerning award of contract may result in rejection of his bid.

Signature of Supplier with	Name of the Firm:
Date:	Place:

We confirm that there would not be any price escalation during the supply period. We also confirm that we will abide by all the tender terms and conditions bearing no 14/CO/GT/OFF/2018-19 dated 31st December 2018 for supply of 07 Nos. of Offset Printing Machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysore Press and 03 nos. for Salboni Press) and we do not have any counter conditions.

(Authorised signatory with name and date)

Office Seal/Stamp

पंजीकृत और नैगमिक कार्यालय: नं. 3 एवं 4, 1 स्टेज, 1 फेज, बी.टी.एम. लेआउट, बन्नेरघट्टा रोड, पो.बॉ.सं. 2924, बेंगलूरु - 560 029

Registered & Corporate Office: No. 3 & 4, 1st Stage, 1st Phase, B.T.M. Layout Bannerghatta Road, Post Box No. 2924 Bengaluru - 560 029 CIN - U85110KA1995PTC017100 로代비의 된 // Tel No. 91-80-66602000.





BHARATIYA RESERVE BANK NOTE MUDRAN (P) LIMITED

(Wholly owned subsidiary of Reserve Bank of India)

Date: 07th February 2019

# **CORRIGENDUM NOTICE -2**

# Extension of date for submission of Tender, Minutes of Pre-Bid Meeting and Section XI- Revised Price schedule format

# Tender No. 14/CO/GT/OFF/2018-19 dated 31st December 2018

For Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni)

# 1. Extension of date for submission of Tender

	Existing as per Tender	Amended
Date of Sale of tender documents	From 31 <sup>st</sup> December 2018 to 15 <sup>th</sup> February 2019 during office hours, i.e 09.45 Hrs to 18.00 Hrs	
Closing date and time for receipt of tenders	10.30 Hrs on 18 <sup>th</sup> February 2019	10.30 Hrs on 11th March 2019
Time and date of opening of Technical tender (Part I)	11.00 Hrs on 18 <sup>th</sup> February 2019	11.00 Hrs on 11th March 2019

# 2. Minutes of Pre-Bid Meeting held on 30th and 31st January 2019

BRBNMPL reply to the queries raised by the parties with reference to the above Tender is enclosed as Minutes of Pre-bid Meeting (Total Number of pages-23).

# 3. Revised Price Schedule format (Section XI)

Revised Price bid format (Total Number of Pages – 05)

-Sd/-(S M Pawale) Dy. General Manager

# PRE-BID MINUTES

Date:31.01.2019

Minutes of the Pre-bid meeting with respect to the Tender No. 14/CO/GT/OFF/2018-19 dated 31st December 2018 for procurement of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni).

# BRBNMPL

- 1. Shri, H.S.Thakurdesai, GM I/C
- 2. Shri. Thalikerappa S, GM
- 3. Shri. S M Pawale, DGM
- 4. Shri. K R Gupta, DGM
- 5. Shri. C. Annadorai, AGM

# Representatives of M/s KBA NotaSys, SA

- 1. Shri. Andreas Sternecker, Key Account Manager
- 2. Shri. Johannes Schaede, Chief Technical Officer
- 3. Shri. B.S.Negi, Chief Commercial Officer

# Representatives of M/s Komori Corporation, Japan

- 1. Shri. Taiji Towata, Sales and Marketing Manger
- 2. Shri. Atsushi Tanaka, Senior Account Manager
- 3. Shri. Yoichiro Abe, Security Press Sales Engineering Section
- 4. Shri. Yoshihiro Maeda, GM, Technical Service Department
- 5. Shri. Tomoyuki Hayasaka, Manager
- 6. Shri. Akehiro Kusaka, Asst. Manager
- 7. Shri. Hiroshi Anzai, Manager
- 8. Shri. Hiromitsu Numauchi, Electrical system Design Dept.
- 9. Shri. Michiharu Nirei, Overseas technical Service Dept.

A pre-bid conference was held by BRBNMPL with the representatives of M/s KBA NotaSys, SA and M/s Komori Corporation, Japan at Corporate Office, Bengaluru on 30th and 31st January 2019 with respect to the Tender No. 14/CO/GT/OFF/2018-19 dated 31st December 2018 floated for Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni).

Detailed discussions were held on the clarifications sought/points raised by M/s KBA NotaSys, SA and M/s Komori Corporation, Japan. The queries raised by both the parties were clarified by BRBNMPL and also subsequent points from BRBNMPL. The amendments as envisaged out of the meeting, conclusions/modifications that are mutually agreed upon are attached herewith as Annexure-I.

# Annexure-I

Clarifications sought/points raised by the parties and Clarification given by BRBNMPL against Tender No. 14/CO/GT/OFF/2018-19 dated 31st December 2018 for procurement of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni) are as below

Sl. No.	Tender Pg. No	Tender Clause	Clarifications sought/points raised by M/s KBA NotaSys, Switzerland	Reply/ Clarification from BRBNMPL
1.	9	IMPORTANT POINTS AT A GLANCE  1. Buy Back offer of Existing Offset Printing Machines at Mysore and Salboni Presses:	Q1 Buy Back offer of Existing Offset Printing Machines at Mysore and Salboni Presses (p9 - §1): In order to make a correct evaluation, we kindly ask you to specify the list of presses, together with details of attachments and auxiliaries, involved by the buy-back offer. Please furnish appropriate list.	04 Nos. of KBA make Super Simultan 212 Offset machines at Mysore Press with Thermoregulation unit, Electrical Panel, etc. and 03 Nos. of Komori make LT 832II Offset machines at Salboni Press with Thermoregulation unit, Electrical Panel, Transformer, etc.
2.	38	Section III: Special Instructions to Tenderers (SIT) Note –A Sl. No. 18: Additional factors for Evaluation of Offers	Q2 Additional factors for Evaluation of Offers (p38): On the basis of the indicated methodology for the determination of L1 and the assurances to be given over the life cycle of the proposed machines (10 years), we highly recommend that any claim presented towards the normalization criteria be sufficiently explained and demonstrated prior to final evaluation.  Kindly confirm.	Yes. It will be explained and demonstrated prior to final Evaluation (before price bid opening for ink and power consumption cost except spares cost for normalisation).
3.	38	Section III: Special Instructions to Tenderers (SIT) Sl. No. 18: Additional factors for Evaluation of Offers	Q3 Additional factors for Evaluation of Offers (p38): For the new normalization criteria put into place by BRBNMPL, we kindly request a general clarification on how the evaluation procedure is going to be made over the life cycle of the machines (10 years). Kindly explain.	It has been explained with appropriate examples in the Tender document from Pg no. 38 to 47.
4.	40	Section III: Special Instructions to Tenderers (SIT) Bank Guarantees to be	Q4 Bank Guarantees – compensation claims (p40 - §A,): We kindly ask for your confirmation that any applicable compensation claim derived from missing spares or excessive ink consumption against the quoted values, will be effected within 3 months from the end of each civil year	Yes. If any compensation has to be paid against Spare or excess ink or power consumption, BRBNMPL will make claim for each machine within three months (on or before 30th June) for the last Financial year

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		submitted by the bidders A. Performance Bank Guarantee	against the valid bank guarantee.  Kindly confirm.	April to March till the end of life cycle.  Once claim is made, the successful bidder should reimburse the amount within one month from the date of claim. If not, the equivalent amount will be encashed from the BG submitted.
5.	51	Section IV – General Conditions of Contract  3.Use of contract documents and information	Q5 Use of contract documents and information (p51 - §3.1, §3.2, §3.3): All obligations pertaining to confidentiality should be reciprocal.  Kindly confirm that the BRBNMPL undertakes an equivalent obligation regarding any confidential information and/or documents received from the successful bidder.	BRBNMPL will provide during contract stage.
6.	56	Section IV – General Conditions of Contract  13. Spare parts	Q6 Spare parts (p56 - §13.1, b, ii):  ii. immediately following such discontinuation, providing BRBNMPL, free of cost, the designs, drawings, layouts and specifications of the spare parts, as and if requested by BRBNMPL  As per general commercial proceedings, we would not be able to provide designs, drawings of third-party parts that could become discontinued. As per the agreement reached during the pre-bid conference for the tender no.  GT/INT/CO/03/2018-19 held on 11th July, 2018, in case of discontinuation of third-party items, we undertake to provide alternative parts/spares for replacement.  Kindly confirm this agreement.	Yes. In case of discontinuation of the third party items, the bidders shall provide equivalent parts / spares for replacement till the completion of life cycle at the cost subject to maximum of original quoted price in the Tender against such parts.
7.	57	Section IV – General Conditions of Contract 15. Distribution of Despatch Documents for Clearance/ Receipt of Goods 15.3	Q7 Distribution of Despatch Documents for clearance/Receipt of Goods (p57 - §15.3):  "For Imported Goods, within 3 days of dispatch, the supplier will Notify BRBNMPL"  We kindly request a 7-day period to be able to cover for weekends and public holidays.  Kindly confirm your agreement.	Agreed.  However, if the delayed dispatch of documents should result in demurrages, the penalty, etc. shall have to borne by successful bidder.

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8.	62	Section IV – General Conditions of Contract  24. Liquidated damages	Q8 Liquidated damages (p 62- §24): The clause holds no provision for delays not imputable to the Supplier, we therefore kindly request that the following be considered: Should the Supplier fail to deliver or install any of the good due to a delay by the Purchaser, no liquidated damages will be applied. In addition, should the installation or acceptance be delayed for reasons attributable to BRBNMPL, then BRBNMPL shall fully indemnify the Supplier for the costs resulting from such a delay. In addition, the Supplier shall be able to invoice BRBNMPL according to the current service rates. Supplier's liability shall be limited to damages caused by wilful misconduct or gross negligence of its personnel and/or agents and shall not exceed the cost of repairing any defects of the goods or the purchase price for the goods, whichever is lower. In no event shall the Supplier be liable for indirect, incidental, special or consequential damages including, but not limited to, loss of profit or goodwill Kindly adapt accordingly.	If any delay on account of purchaser due to any reasons, it will be intimated well in advance to supplier and for such delay the LD will not be applicable.
9.	71	Section V – Special Conditions of Contract Sl. No. 12 - Terms and Mode of Payments	Q9 Terms and Mode of Payments (p71 - §12): We understand that the payment terms are on a machine-by-machine basis. Please confirm.	Yes, your understanding is correct.
10.	71	Section V – Special Conditions of Contract  Sl. No. 12 - Terms and Mode of Payments	Q10 Payment Conditions (p71, §12): For foreign suppliers, the tender stipulates "80% of the price (on CIF basis) 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, and taking into consideration the other potential contracts with the BRBNMPL, we kindly request that an initial down payment of 30% of the contract value be made upon issue of the Letter of Intent (LOI).  Kindly accept this request.	Tender conditions prevail.

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11.	73	Section VI: List of Requirements  2. Required Delivery Schedule:	Q11 Delivery Schedule (p73 - §2) As it is stipulated that the first machine is to be dispatched (ex-works within 10 months from the date of Letter of Intent (LOI), we understand that the table supplied with the delivery schedule (Month & Year) is to be adapted at the time of the contract as per the date of issue of the LOI.  Kindly confirm our understanding.	Yes. The delivery schedule for each machine supply will be effected from the date of issue of LOI.
12.	73	Section VI: List of Requirements  2. Required Delivery Schedule:	Q12 Installation – handling and lifting equipment (p73, §2):  We do not seem to find any specific general mention regarding the handling and lifting equipment required for installation purposes. We kindly request that this notion be incorporated in such a way that BRBNMPL is responsible for the handling of the crates/boxes under Supplier's supervision. In the same way, BRBNMPL is to supply all lifting equipment necessary for the installation of the different elements of the required Schedules (gantry, forklifts, etc.).  Please confirm this addition.	The successful bidder has to inspect the respective BRBNMPL site and check for handling and lifting equipment availability at BRBNMPL. Only these equipment shall be spared by BRBNMPL.  However, any additional equipment/tools to meet specific requirement shall be arranged by the successful bidder.
13.	73	Section VI: List of Requirements  2. Required Delivery Schedule:	Q13 Delivery Schedule (p73 - §2) – timeframe complete installation and acceptance:  The timeframe indicated of 90 working days for each machine to be installed, tested and commissioned including the 25 working days Final Acceptance Test (FAT) is not sufficient for this type of equipment. To successfully complete all the required operations in the best conditions, we kindly request 120 working days per machine.  Kindly confirm our request.	In normal circumstances, each machine to be installed, tested and commissioned including the 25 working days Final Acceptance Test (FAT) has to completed within 90 working days.  However, in exceptional case, the maximum allowed days for the same will be 120 working days.
14.	73	Section VI: List of Requirements  2. Required Delivery Schedule:	Q14 Delivery Schedule (p73 - §2) - FAT:  The tender document now stipulates that after the timeframe allowed for the complete installation and acceptance (Q9), LD clause shall be applicable. We are, of course, all aware of the stringent conditions for the FAC to be delivered as per Section VIII: Quality Control Requirements. The 25 days allowed can be exceeded for	Tender conditions prevail. However, in exceptional cases the number of days will be extended to 120 working days as against 90 working days.

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			several reasons, attributable or not to the successful bidder, necessitating several attempts/repetitions of the FAT. We kindly request the BRBNMPL to apply the same conditions as the previous tenders/contracts allowing for four repetitive attempts of rectification without LD application.  Kindly accept our request.	
15.	76	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.9 Offset printing press shall have one dampening unit for each side (both for recto and verso) facilitate wet offset printing. However, it should not create any dysfunctionality to the product/further process.	Q15 Dampening unit (p76, §2.9): The use of dampening units for wet offset is mandatory for offset-related banknote features/elements features (see also Q17, Q18) depending on the design choice of the BRBNMPL the position of the dampening unit needs to be free. (recto and verso)  Please confirm that the press needs to be predisposed to be equipped with the dampening unit in all print units at choice.	While we have asked only one dampening unit (one each in recto and verso) in the scope of supply, your understanding regarding predisposing of all units for dampening is correct.
16.	76	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.9 Offset printing press shall have one dampening unit for each side (both for recto and verso) facilitate wet offset printing. However, it should not create any dysfunctionality to the product/further process.	Q16 Dampening unit (p76, §2.9): The use of dampening units for wet offset is mandatory for offset-related banknote features/elements features (see also Q14, Q15). As these features are multicolor, to avoid easy counterfeit with commercial equipment, it requires the use of more than one dampening unit per side (recto and verso)  Please confirm that the press needs to be predisposed to be equipped with a dampening unit in all print units.	While we have asked only one dampening unit (one each in recto and verso) in the scope of supply, your understanding regarding predisposing of all units for dampening is correct.
17.	76	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.9 Offset printing press shall have one dampening unit for each side (both for recto and verso) facilitate wet offset printing. However, it should not	Q17 Dampening unit (p76, §2.9): The use of dampening units for wet offset is mandatory for offset-related banknote features/elements features (see also Q14, Q15). As these features are multicolor, to avoid easy counterfeit with commercial equipment, it requires the use of more than one dampening unit per side (recto and verso).  Please confirm that the dampening unit in all print units -	It is an intrinsic requirement and need not be specified. It should be clearly understood that any optional/auxiliary requirements specified like Dampening unit etc., creates no dysfunctionality with respect to the product/further process.

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		create any dysfunctionality to the product/further process.	even if retrofit and chosen at the discretion of the BRBNMPL – shall not influence the register accuracy or the dimension consistency for the subsequent processes for all substrates (see also Q18, Q19).	
8.	76 & 80	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.10. Offset machine shall be suitable for reproducing the latest generation of Offset related Banknote features/elements including Moire pattern, hidden images, scrambled images, etc.  Offset printing unit shall be capable of printing new generation offset print elements such as Moire based features, Scrambled images, Hidden images etc. and enable high precision colour to colour register and sharp line structures.	Q18 Offset Security Features (p76, §2.10; p80 C. 2nd§): The latest generation of offset-related banknote features/elements are based on multicolour (minimum 2 colours, but in certain cases extended to 4; see ANX1 High-Precision Banknote Offset Features.pdf), high-registration features to exclude the reproduction on commercial or semi-commercial offset presses. The specification to obtain these features is as follows: Registration for all notes and on the entire sheet  • color to color recto (units 1-4): $\sigma$ 3 < 25 $\mu$ m  • color to color verso (units 5-8): $\sigma$ 3 < 25 $\mu$ m  • color to color look through (units 1-4 to units 5-8): $\sigma$ 3 < 35 $\mu$ m  Please confirm that the Banknote Offset Printing Machine has to comply with these registration specifications mandatory for the required latest generation of Offset related Banknote features/elements	Tender specifications prevail. This will be accepted as additional feature.
19.	76 & 80	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.10. Offset machine shall be suitable for reproducing the latest generation of Offset related Banknote features/elements including Moire pattern, hidden images, scrambled images, etc.  Offset printing unit shall be capable of printing new	Q19 Offset-related banknote features/elements features (p76, §2.10; p80 C. 2nd§) Please confirm that the Banknote Offset Printing Machine has to comply with the registration specification (Q13) independently from the used substrates (see also Q18, Q19).	Tender specifications prevail. This will be accepted as additional feature.

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		generation offset print elements such as Moire based features, Scrambled images, Hidden images etc. and enable high precision colour to colour register and sharp line structures.		
20.	77	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.16. Offset machine shall have a provision for retro fitment of compact UV curing system enabling instant drying of Offset inks.	<ul> <li>Q20 UV disposed for UV curing (p77, §2.16): UV curing of banknote printing becomes more and more important for <ul> <li>the suppression of set off</li> <li>trapping between inks (re-transfer of inks between serial print units)</li> <li>the logistic sequence</li> <li>the reduction of working capital</li> </ul> </li> <li>Thus, the pre-disposition of the machine for UV is a decisive factor for the usability of the press.</li> <li>Please clarify that the UV drying - even if retrofit - shall serve all the purposes described.</li> </ul>	Our requirement is that the Offset machine shall have a provision for retro fitment of compact UV curing system enabling instant drying of Offset inks.
21.	77	Section VII - Technical Specifications 2. BRIEF DESCRIPTION: 2.16. Offset machine shall have a provision for retro fitment of compact UV curing system enabling instant drying of Offset inks.	Q21 UV disposed for UV curing (p77, §2.16): UV curing may influence the form of the different substrates. Please confirm that the UV drying - even if retrofit - shall not influence the register accuracy or the dimension consistency for the subsequent processes for all substrates (see also Q18, Q19)	Our requirement is that the Offset machine shall have a provision for retro fitment of compact UV curing system enabling instant drying of Offset inks.
22.	77	Section VII - Technical Specifications 4. ESSENTIAL GENERAL SPECIFICATIONS: a) Suitable to handle all types of bank note substrates - 100% cotton furnish, Polymer, Paper- Polymer-Paper, Polymer-Paper- Polymer combination, Durable Paper etc	Q22 Bank Note Substrate (p77, §4.a): The list of substrates contains all currently used substrates. As these substrates will be important for the future of the Indian currency all specifications need to refer to them. Please confirm that the specifications of the Banknote Offset Printing Machine have to comply with these substrates.	Already mentioned as "Essential General Specification"

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23.	80	Section VII - Technical Specifications 5. B. Inking Unit  g) viii) Each duct shall be equipped with suitable ink agitators to distribute and maintain the homogeneity of the ink in the duct and prevent it from backing up in the duct. The ink agitator shall agitate the ink over the full width of the inker. The drive shall be robust (8 ink agitator with 4 on each side).	Q23 Inking Agitators and Ink Dividers (p80, §B, viii, ix):  We see that the tender document requires both ink agitators (4 on each side) and ink dividers (50 sets). As the ink agitators will not operate in the same fountain as the ink dividers, could you please explain how you intend to use them.  Please confirm the requirement.	As per our requirement, the same has to be supplied.
24.	90	Section VII - Technical Specifications  9. ACCESSORIES/SPARES PER MACHINE	Q24 Accessories (p90 - §9): We understand that the list of accessories indicated corresponds to the absolute quantities that need to be supplied along with each machine. Kindly confirm our understanding	Yes, your understanding is correct.

Sl. No.	Tender Pg. No	Tender Clause	Clarifications sought/points raised by M/s Komori Corporation, Japan	Reply/ Clarification from BRBNMPL
1.	9	IMPORTANT POINTS AT A GLANCE  1. Buy Back offer of Existing Offset Printing Machines at Mysore and Salboni Presses	1. Buy Back Offer of Existing Offset Printing Machine at both the Presses: "The entire responsibility is of the supplier".  #1. We need your confirmation that M/S BRB will ensure that the winning Bidder is given full support by the OEM on how to go about with the dismantling, disassembly and defacing of the machines other than Komori make. (also Page 73, No. 3)  #2. Our buy back prices of your existing Offset	#1 The successful bidder may take assistance/support of the OEM for dismantling, disassembly and defacing the respective machine. It is the responsibility of respective OEM to extend the support in time to protect their IP product. Otherwise, their machines will be scraped by the successful bidder. Each bidder shall give undertaking with contact person details like Email ID and Telephone to comply this within stipulated time.

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			Printing Machines shall be minus figured due to no residual value however, we can expect much expenses derived from taking the entire responsibility with the dismantling, disassembly and defacing of the machines.	However, BRBNMPL shall not bear any additional expenditure incurred on this account except price quoted for Buyback offer in Price Schedule.  BRBNMPL will not have any role for dismantling, disassembly, defacing and disposing of scrap of the machines except providing available tools & tackles at site and space to store and defacing of each machine for 45 days. However, they should ensure the machine is defaced/ scraped as per BRBNMPL requirements.
				#2 We have clearly mentioned in our Tender that "If a bidder anticipates the net cost to BRBNMPL under the buyback offer, due to dismantling, disassembly and defacing of the machines, the same may be reflected in negative terms in the Table B of Price Schedule".
2.	9	IMPORTANT POINTS AT A GLANCE 3. Meeting Technical specification (Machine parameters)  • Spoilage resulting under the standard operating conditions shall be less than 5% of total sheets produced.	2. Meeting Technical specification (Machine parameters): Please elaborate what the spoilage is? and how will it be measured?	Spoilage includes machine sheet spoil plus Inspection system sheet reject.  Spoilage percentage = (Machine spoil +Inspection system reject) / total sheet fed for production per shift.

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Section III: Special 38-47 3. Instructions to Tenderers (SIT) Bank Guarantees to be submitted by the bidders A. Performance Bank Guarantee

3. L1 Determination: (Page 38-47) Note – A (Special Instruction to Tenderers)

METHODOLOGY FOR CALCULATION OF LIFE CYCLE
COST:

A. Performance Bank Guarantee
(Page 40 - 41) A. Performance Bank Guarantee / 1.2.

& 4: It states that "Bidder has to submit performance bank guarantee for sum of 10% of the total CIF value of all the seven machines and the performance bank guarantee for sum of 10% of the machine spare cost (10 years spares as given in the Table D of Price Schedule) for a period of 10 years which is renewable periodically.

As per the standard International practice, the performance warranty / security of a printing machine is always valid upto 1 year from the date of Final Acceptance by the customer.

The period of 10 years is unreasonable and something which are at the mercy of the customer.

The performance of a machine is a subjective matter which is depending upon the operator skill, quality of consumables used and most importantly, upkeep of the machine on daily basis as recommended by the supplier.

How the supplier can ensure that such factors will be taken care by customer for them to make any commitment on the performance of the machine over a long period of time.

The performance guarantee for a period 10 years which is renewable/ new BG every year.

Bidder has to submit first performance bank guarantee for sum of 10% of the total CIF value of all the seven machines for the first year and for the subsequent 09 years, the Bank Guarantee will be renewed machine wise on FOB value with 10% reduction every year.

The second BG will be 10% of the machine spare cost (10 years spares as given in the Table D at Sl. No. 11 of Price schedule) for a period of 10 years for each machine which is renewable/ new BG every year.

Additional factors for evaluation of Tenders:

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- 1. Ink Consumption cost (Page 41)
- 2. Power Consumption (Page 43)

The Tender requires the supplier to guarantee the Ink and Power consumption over a period of 10 years.

Please appreciate that we shall demonstrate the lnk & Power consumption as claimed during the Final acceptance of the machines.

Once the machine is handed over, after completing FAT, the machine will be operated under the able guidance of your skilled manpower.

Our staff will leave the site after the FAT is completed.

Then we wonder how we can monitor the Ink Consumption & Power consumption.

We have no doubt that all the necessary care will be taken at your end, but it is unfair that the supplier will be held responsible and penalized for any shortcomings, which will be beyond their control on day to day basis.

We also wonder how to ensure for the correct consumption data at the end of each year for assessment.

The performance of a machine is a subjective matter which is depending upon the operator skill, quality of consumables used and most importantly, upkeep of the machine on daily basis as recommended by the supplier.

How the supplier can ensure that such factors will be taken care by customer for them to make any commitment on the performance of the machine over a long period of time?

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4.	44	Section III: Special Instructions to Tenderers (SIT)  Maintenance spares (Preventive and breakdown maintenance spares) consumption The vendors should submit a detailed list of spares with unit rate as per the Table D of Price Schedule – Section XI	<ul> <li>Maintenance Spares (Preventive and breakdown maintenance spares) consumption (Page 44)</li> <li>#1. Please clarify what are included in "3. Maintenance spares cost".</li> </ul>	As referred in point at Sl. No. 7 below.
5.	44		#2. Do you mean "Spare Parts" for your maintenance activities for 2 shifts/10 years?  If BRB change the shift from 2 to 1 shift or to 3 shifts due to decrease/increase in production volume required then, how we foresee such changes in 10 years base? how you ask for the reimbursement?  Such changes will affect on the actual consumptions of all 3 subjected items (Ink, Power & Parts).	Yes.  Each machine will run for average 2 shifts for 10 years. However, the average shift will be calculated based on actual number of shifts operated on case to case basis.  Ink and Power  Reimbursement for excess Ink consumption in excess on their claim will be calculated for the actual quantity of notes produced per machine.  Similarly, for Power, the consumption over and above the claim, it will be worked out for the actual number of shifts operated per machine per year. In case number of shift is more than 520 shifts per year, which will be due to third shift operation (6.5 hours). It will be converted into equivalent shift of 09 hours.

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6.	44	#3. Please clarify what the "Discount Factor" is, "Depreciation Ratio"? or anything else as this is unclear to us?	Discount factor is used to arrive at present value of future cash outflow.
7.	44	#4. Please also clarify the difference between the "Breakdown Maintenance Spares" and the "Preventive Maintenance Spares".	Preventive Maintenance Spares are those spares required for replacement during the scheduled/ planned maintenance (monthly, quarterly, half yearly, yearly, etc) as per the recommendation of supplier/OEM.  Breakdown Maintenance Spares are those spares which are (having minimum 10 years life) required to replace if any parts fail during operation of the machine in its entire life cycle.
8.	44	# 5. If any spare parts fail (other than the spares list submitted):  Please clarify how we can judge the cause of the parts failure? although you have mentioned "under normal condition".  We normally do not include "Cylinder" (Plate /Impression) in the Spare Parts List.	The Bidders don't have to supply any spare parts at free of cost during entire life cycle. But, they must quote all the electrical, electronics, mechanical parts fitted/used in the machine which may stop the operation of the machine in case of failure, all these types of spares must be included either under breakdown spares list or preventive spares list including floating value.
		However, it may be damaged without establishing the cause of the damage then, we have to supply such a Cylinder at free of charge?  The "Preventive Maintenance" requires the supplier's Machine Check – Evaluation including our engineering charges, so we wonder how we can name the "Preventive Maintenance Spares (Parts)" without health check of any Press?  Here we would like to advise you to go in for Annual	Any other item(s) which are not included in the Breakdown maintenance spare list / preventive maintenance spares list, the cost of such spares should be considered in the floating amount in that particular year as mentioned in Table D of Price schedule. If in any year, the cost for replacement of such spares (which were not included in preventive / breakdown spares list) exceed the floating amount, in this case, the bidder has to supply

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Maintenance Contract with the OEM for 10 Years.  As we suggested above, Annual Maintenance Contract for 10 Years should be included for Performance commitment and providing the BG for 10 Years.	such spares at free of cost.  As we are operating and maintaining similar machines for the past 20 years, we are not considering any AMC.
#6. As for the "Spare Parts List", there may be a possibility to be improved in a short period accordingly, we are not in a position to specify the details such as the "Parts Number" and/or the "Parts Model Names" although they may be replaced with the same functional parts.  How should we counter such cases?	In general, all the spare parts price quoted in the Tender must remain firm for the period of Ten years except below mentioned condition.  If any spare parts improved on account of better design or any other reason during life cycle of the machine, the supplier must supply the improved parts at the original quoted price in the Tender irrespective of change in model name and parts number.
	If any parts become obsolete before end of life cycle of machine (like Computer, Firmware, Software, PLC controller, Interface, etc.) the supplier has to replace with latest/suitable part at the original quoted price if it fails.
#7. Please appreciate that spare parts consumption pattern is a subject of user's maintenance department.  They are the right people since they are maintaining the machine on weekly / monthly / yearly basis and can predict based on the prevailing status of the machine.  We strongly feel that it is unfair to ask the supplier for a commitment and penalize, in the event of shortcomings.  We are sorry but the Additional factors for evaluation of	As explained above.
	As we suggested above, Annual Maintenance Contract for 10 Years should be included for Performance commitment and providing the BG for 10 Years.  #6. As for the "Spare Parts List", there may be a possibility to be improved in a short period accordingly, we are not in a position to specify the details such as the "Parts Number" and/or the "Parts Model Names" although they may be replaced with the same functional parts.  How should we counter such cases?  #7. Please appreciate that spare parts consumption pattern is a subject of user's maintenance department.  They are the right people since they are maintaining the machine on weekly / monthly / yearly basis and can predict based on the prevailing status of the machine.  We strongly feel that it is unfair to ask the supplier for a commitment and penalize, in the event of shortcomings.

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			not comfortable with complicated hypothetical calculations being used for calculating the Life Cycle cost as well as the clauses for imposing the penalties on the supplier.  We wish to reiterate our request that this clause may please be deleted.	
11.		Section III: Special Instructions to Tenderers (SIT)  Sl. No.4 - Pre bid Conference	Page No. 35: Section III / SIT, Sl. No. 4, GIT Clause No. 8 – Pre bid Conference: Please set the "Tender Closing Date" 30 days after the date of the "Pre bid Meeting Minutes" as we need min. 30 days to complete the Tender submission documents especially, for 2 separate Tenders.	Yes. Accepted.
12.	73	Section VI: List of Requirements  2. Required Delivery Schedule:	4. Required Delivery Schedule: First of all, please clarify the word "Delivery" (normally used for delivering to a site) and "Ex-Works" (normally used for dispatching a Press from supplier's factory). Is our understanding correct?  Secondly, we request you to consider extending the schedule at least to 34 months as because it is too tight to accommodate 7 Offset Printing Machines and 7 Intaglio Printing Machines with the same schedule required and the shipment for which is to be completed within/maximum 28 months from the date of the LOI issuance.	<ol> <li>Yes, your understanding is correct. The first machine has to be dispatched "Ex-Works" within 10 months from the date of LOI.</li> <li>During pre-bid it was discussed and agreed for below delivery schedule. All the 07 machines have to dispatched within 34 months from the date of LOI.</li> </ol>
13.	94 & 95	Section IX: Qualification/Eligibility Criteria Sl. No.3 - Financial Standing	Page 94 - 95 : Section IX: Qualification/Eligibility Criteria / Sl. No. 3 Financial Standing : The tender asks for all financial standing data to be certified by CA/CPA.  We are always submitting our Annual Report Booklets	As per Tender terms or the bidders have to provide "all financial standing data should be certified (stamped and signed) by certified accountants e.g. Chartered Accounts (CA) in

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		which are duly certified by our Auditors M/S PWC.  These Annual Reports contains, apart from other information, all our Financial Standings for the respective Financial Years including Balance Sheet and Profit & Loss Account Statements.	India and Certified Public Accountant / Chartered Accountants of other countries".  The financial statements should be of the participating bidder company only.
		If you ask for another certified Financial figures signed by auditor for this tender, it means you are requesting double audit of our company's financial standing which they did in our Annual Report. As you can imagine, financial audit of the company requires huge cost and time. Your request is not realistic. Please delete this requirement and accept to use our Annual report.	
		Please appreciate that ours is a Listed Company on Japan Stock Exchange and all the accounting procedures are strictly followed as per the standards.  M/S PWC, who are the leading International Auditors, are carrying out the Audit for our Company for long and after following all the accounting Norms, they are Certifying our Annual Reports and the last page contains the signature.	
14. 103	Table D) Price schedule for Maintenance spares (Breakdown and Preventive maintenance spares) for entire life cycle for a period of 10 years  Note:  B. Detailed breakup of the above table D, each spares required for preventive and	Page 103: Section XI, Table D - Preventive Maintenance Spares for the 2 <sup>nd</sup> -  10 <sup>th</sup> Year, Note: b. Detailed breakups in Table D, each: As for the "Spare Parts List", there may be a possibility to be improved in a short period accordingly, we are not in a position to specify the details such as the "Parts Number" and/or the "Parts Model Names" although they may be replaced with the same functional parts.  How should we counter such cases?	In general, all the spare parts price quoted in the Tender must remain firm for the period of Ten years except below mentioned condition.  If any spare parts improved on account of better design or any other reason during life cycle of the machine, the supplier must supply the improved parts at the original quoted price in the Tender irrespective of change in model name and parts number.  If any parts become obsolete before end of life cycle of machine (like Computer, Firmware,

		breakdown maintenance along with recommended quantity and its respective unit rate should be quoted separately		Software, PLC controller, Interface, etc.) the supplier has to replace with latest/suitable part at the original quoted price if it fails.
15.	77	Section VII - Technical Specifications 3. ESSENTIAL MACHINE PARAMTERS: 3.3 Offset press shall be suitable for printing atleast 70,000 sheets in a 9 hour shift operation	<ul> <li>Page 77 3. ESSENTIAL MACHINE PARAMETERS-3</li> <li>We understand that this requirement is to print more than 70,000 sheets in 9H and "Make-ready" time and "Shift End Cleaning" time are included in 9H. Is our understanding correct.</li> </ul>	Yes, your understanding is correct.
16.	79	Section VII - Technical Specifications 5. A. FEEDER & REGISTER UNIT f) Shall be suitable for accommodating trouble free feeding of sticky, wavy sheets, marginally mis- aligned sheets	Page 79 : A. – f)  Feeder & Register Unit : The word "sticky" is confusion. Please clarify.	Sticky means two sheets are stuck together due to various reasons.
17.	79	Section VII - Technical Specifications 5. A. FEEDER & REGISTER UNIT h) ix. Notch position detector	Page 79: A. – h) - ix.  Notch position detector: Please clarify the position of the "Notch" for the installation of the detector.	Notch position detector has to be installed on both sides (left as well as right) of the feeder board to detect reverse/wrong feed of the sheets.
18.	80	Section VII - Technical Specifications 5.B. INKING UNIT: h) viii) Each duct shall be equipped with suitable ink agitators to distribute and maintain the homogeneity of the ink in the duct and	Page 80 Bg)-viii)  Please designate the installation position of each ink agitator for total 8 sets? (for example, front/back?, color number?, upper/lower duct?)	Total 8 ink agitators. (4 agitators each on front side upper duct and back side upper duct).

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		prevent it from backing up in the duct. The ink agitator shall agitate the ink over the full width of the inker. The drive shall be robust (8 ink agitator with 4 on each side).		
19.	81	Section VII - Technical Specifications 5.C. PRINTING UNIT: Plate Cylinder  v) Shall have provisions to enable accurate handling of the printing plates to ensure printing in registration.	Page 81 : Plate Cylinder v)  • Accurate handling: Please clarify the meaning.	Shall be read as  v) Shall have provisions to enable accurate fixing of the printing plates to ensure printing registration.
20.	82	Section VII - Technical Specifications E. DELIVERY: Delivery unit shall be equipped with all facilities such as proper delivery chain mechanism, mechanism for opening of delivery gripper to ensure delivery of sheets in the appropriate piles, suction and blowers to ensure proper alignment and jogging of sheets, mechanism for over shoot/jamming of sheets, rear and lateral sheet stops, sheet guiding drums, suitable sensors for counting, selection of pile, auto movement of piles, pile movement limitations	<ul> <li>Sheet guiding drums: In our system we incorporate the "Air Control" instead which ensures superior paper stacking. We understand this requirement is match for our "suction wheel" configuration.</li> <li>Auto movement of piles: We understand this requirement is upward and downward movement.</li> </ul>	<ul> <li>If the Air control system provided by you ensures superior paper stacking in the delivery pile, we will accept this mechanism.</li> <li>Yes, your understanding is correct for upward and downward movement of piles</li> </ul>

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21.	83	Section VII - Technical Specifications  I. REMOTE MAINTENANCE SYSTEM & MONITORING OF PRODUCTION DATA FROM CENTRAL SERVER FOR ALL THE MACHINES	Page 83 5I  ■ Will the central server be supplied by KOMORI? Or existing facility in BRB?	As this server has to communicate with machine KMS/PLC, the supplier should supply central server and software (01 each for Mysuru and Salboni Press) for seamless communication with KMS/PLC and machine MIS data.	
22.	83	Section VII - Technical Specifications  I. REMOTE MAINTENANCE SYSTEM & MONITORING OF PRODUCTION DATA FROM CENTRAL SERVER FOR ALL THE MACHINES	Page 83 5I  Is "REMOTE MAINTENANCE SYSTEM" the facility provided by BRB? Please give us the detail of the requirement. The method of our remote system is to connect with each machine's PLC individually by internet (not 7 offset machines together).	The remote maintenance system must be provided by the supplier and it should have below mentioned facilities.  1. All the machine KMS/PLCs must have unique identification number by providing IP address.  2. The central server will connect with each machine KMS/PLCs through LAN/Internet network (provided by BRBNMPL) and it will communicate with each machine individually by LAN/internet.	
23.	83	Section VII - Technical Specifications I. REMOTE MAINTENANCE SYSTEM & MONITORING OF PRODUCTION DATA FROM CENTRAL SERVER FOR ALL THE MACHINES	Page 83 5I-vi)  Our PLC does not have the configuration to connect by using TCP/IP. It is not allowed to modify KOMORI's PLC by any machine users.	TCP/IP is the LAN/Internet protocol and you have mentioned above that you have remote system to connect with each machine KMS/PLC through LAN/Internet. Then, it must communicate on our LAN/Internet with the central server kept within respective BRBNMPL Presses.	

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24.	84	Section VII - Technical Specifications  K. SYSTEM FOR AUTOMATED CONTROL OF INK FLOW	Page 84 : K.  System for Automated Control of Ink Flow : Our System employs PDC-SX attached to the Machine with an in-built Spectro. Densitometer which automatically control the ink flow.	If the system offered is able to meet the Tender requirements, it is accepted.
25.	85	Section VII - Technical Specifications  K. SYSTEM FOR AUTOMATED CONTROL OF INK FLOW	Page 85 5K.  It controls Ink key according to the printing speed (Printing speed can not be controlled according to the print quality)	It is accepted.
26.	89	Section VII - Technical Specifications  7. ELECTRIC AND ELECTRONIC CONTROL: Sequential programmed control for printing start- up: The feeder and the delivery unit shall be equipped with the sequential programmed control for printing start-up. Sequential printing operation such as machine running, sheet feeding, cylinder throw on/off, is started/stopped automatically by operating a pushbutton only once.	Page 89: Sequential programmed control for printing start-up  Push button only once: According to the safety standard (ISO), our system employs the 1st time push of the button for warning and the 2nd time push of the button for start-up.	It is accepted.

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27.	89	Section VII - Technical Specifications  7. ELECTRIC AND ELECTRONIC CONTROL: Printing sheet quantity	P89 7.Printing sheet quantity counter:  Sheet quantity counter shall be provided in the operation panel of the delivery unit.  The following counting operations shall be featured in a central display: -  We understand this requirement as follows.  Sheet counter is displayed in delivery panel.	Yes.
28.	89	Section VII - Technical Specifications	Counting operation of a) – h) is displayed in central panel  Page 89 7. UPS for signal lines:	Yes, agreed.
		7. ELECTRIC AND ELECTRONIC CONTROL: UPS for signal lines:	<ul> <li>Please change the word to "valve" (instead of "hydraulic valve).</li> </ul>	
29.	91	Section VII - Technical Specifications  11. Utilities Provided at the Site: BRBNMPL will supply chilled process water at 10°C temperature (±1°C)	Page 91:11.  Utilities Provided at the Site: Please also clarify the "Flow Rate" of your chilled process water.	Bidder must specify the required flow rate of chilled process water.
30.	41	5If the spares not supplied, the same will be procured by BRBNMPL and the actual cost incurred by BRBNMPL along with damages caused (Production loss/machine downtime) will be claimed from the performance BG submitted.	Please specify the basis of calculation and the period from which production loss will be calculated?	If spares are not supplied as per the delivery period in the Purchase order, the compensation for each extra day will be cost of proportionate production loss to the BRBNMPL.  Production loss per day = 70,000 sheets x 2 shifts x 50 notes per sheet = 70,00,000 notes x profit per note prevailing at that time.

7-7. AT THE

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# Points from BRBNMPL

- 1. The Tender conditions at Pg No. 87 Point No. V. The sheet detected absence/ deviation of any above mentioned security features must be delivered to sample / reject pile without printing and also system should generate the report of absence of security features. Both M/s Komori and M/s KBA have mentioned that the sheets will be rejected after printing. The logs will contain information of the details of the defects like security features, etc for which BRBNMPL have agreed.
- 2. The Tender conditions at Pg No. 85 A suitable Spectro densitometer should be provided to measure ink density & color spectral values from the color bars (of each color) printed on both sides of the sheet and should give feedback to the machine on the variation/deviation from the standard ink density & color spectral value and adjust the ink feed automatically from respective Ink keys and ducts in real time without manual intervention. Both M/s Komori and M/s KBA have mentioned that the measurement of the Ink density and color spectral values of printed sheets will be done offline. But, the corrections of the ink feed is automatic based on the information received from the offline measured values.

BRBNMPL have accepted as above.

# Insurance coverage for shipments of machine and shipment handling

- a. BRBNMPL has asked bidders to take Insurance of all the machines from bidder premises up to BRBNMPL premises.
- b. Both M/s KBA and M/s Komori have agreed to provide insurance coverage of the shipments from Manufacturers premises up to BRBNMPL premises. Then, BRBNMPL is responsible for the shipment handling at Indian port and consignment movement from Indian port to BRBNMPL premises and unloading.

After unloading at respective BRBNMPL premises, the insurance provided by the bidders ceases.

c. Accordingly, the Insurance cost to be quoted at Sl. No. 6 of Table A of Price Schedule will be inclusive of Insurance from With regards to point 13 on page 16, KOMORI cannot provide stamped and signed financial statement (PL&BS), but can provide the printed anual Manufacturers premises to respective BRBNMPL premises.

# All the above points are noted and agreed by the firms.

- These minutes of pre-bid conference shall form the part of bid document / Agreement.
- Other Terms & conditions and specifications of bid document shall continue to remain same.
- The above amendments / clarifications are issued for the information to all the intending bidders.

# **Section XI: Price Schedule**

# <u>Schedule 1 : Offset Printing Machines for Banknote printing capable of printing front and back</u> simultaneously – Total Quantity – 07 Nos.

**Important:** 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.

The bidder shall indicate the prices for all items as per schedule in both figures and words clearly.

Table A) Price schedule for Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 Nos. of Offset Printing Machines for Banknote printing capable of printing front and back simultaneously, accessories & Auxiliary units to be installed 04 nos. at Mysore Press and 03 nos. at Salboni Press.

Sl No.	Description	Units & Qty	Unit Rate (INR)	Total Price (INR)
1 (a)	Offset Printing Machines for Banknote printing capable of printing front and back simultaneously with all mandatory modules as specified in Section VII	07 Nos		
1 (b)	Online Print Quality Inspection System (Front & Back) with Security Feature Detection System	07 Nos		
1 (c)	System for Automated Control Of Ink Flow #	07 Nos		
1 (d)	Thermoregulation units	07 Nos		
2.	Auxiliaries (list of Auxiliaries to be provided)	07 Nos		
3.	Accessories (as given in Section VII)	07 Nos		
4.	Total FOB Price (Sl.No. 1+2+3)	07 Nos		
5.	Freight* for Sl.No. 1 to 3	07 Nos		
6.	Insurance** for Sl.No. 1 to 3	07 Nos		
7.	Total CIF Price (Sl. No. 4+5+6)	07 Nos		
8.	Training charges at the Manufacturer Facility	07 Nos		
9.	Installation, commissioning, On-site Training, Performance Testing charges etc. (Inclusive of GST)***	07 Nos		
10.	Total price (Sl. No 7+8+9)	07 Nos		
Total Pr	rice in Words			ı

### Note for Table A

# Measurement of the Ink density and color spectral values of printed sheets will be done offline. But, the corrections of the ink feed is automatic based on the information received from the offline measured values.

## \* Freight

• Freight– 04 Nos. for Mysore (Chennai Port) and 03 Nos. for Salboni (Kolkata Port).

#### \*\* Insurance

• Insurance cost to be quoted by the bidders at Sl. No. 6 of Table A must be from Manufacturers premises to respective BRBNMPL premises up to unloading.

• After unloading at respective BRBNMPL premises, the insurance provided by the bidders ceases.

## \*\*\* GST

The present rate of GST is 18%. **The bidder needs to mention the GST rate considered in their quotation.** In case the rate of GST prevailing at the time of payment is less than the GST rate considered by the bidder, BRBNMPL will deduct the GST amount considered by the bidder even though BRBNMPL is required to pay less GST. However, in case at the time of payment, the actual GST rate is more than the rate considered by the bidder, the additional amount towards GST shall be borne by BRBNMPL.

#### **Invoice**

The successful bidder should raise the Invoice in the name of respective BRBNMPL Presses and its GST number against the machine/ material supply.

# Table B) Price schedule for Buy Back Offer:

SI No.	Description	Units & Qty	Unit Rate (INR)	Total Price (INR)
1	Buy Back Offer – KBA make M/c (Mysore)*	04 Nos		
2	Buy Back Offer – Komori make M/c (Salboni)*	03 Nos		
3	Total (Sl No. 1+2)	07 Nos		
4	GST**	07 Nos		
5	Total Price	-		
	Total Price in Words.			

# Note for Table B

# Table C) Initial L1 determination (Original Quoted Price-OQP)

Sl No.	Description	Total Price (INR)
1.	Total CIF Price (as per Table A at Sl. No.7)	
2.	Training charges at the Manufacturer Facility (as per Table A at Sl.	
-	No.8)	
3.	Installation, commissioning, On-site Training, Performance Testing	
J.	charges etc. (Inclusive of GST) (as per Table A at Sl. No.9)	
	Custom Duties @ 27.735% on Assessable Value	
4.	(Assessable Value = Total CIF + $1\%$ of CIF value as landing charges)	
	shall be borne by BRBNMPL	
5	Local Transportation cost of all 07 machines shall be borne by	2 45 00 000
5.	BRBNMPL (including shipment handling*)	2,45,00,000
6.	Buy Back Offer (as per Table B at Sl. No.5)	
7.	Final Value in Rs. = Sl. No.1+2+3+4+5 – Sl. No. 6	
Total Pric	e in words	

# Note for Table C

# \* Shipment handling

• BRBNMPL is responsible for the shipment handling at Indian port and consignment movement from Indian port to BRBNMPL premises and unloading under the supervision of successful bidder.

<sup>\*</sup>If a bidder anticipates the net cost to BRBNMPL under the buyback offer, due to dismantling, disassembly and defacing of the machines, the same may be reflected in negative terms in the Table B

<sup>\*\*</sup>Applicable GST on buy back offer will be borne by successful bidder.

# <u>Table D) Price schedule for Maintenance spares (Breakdown and Preventive maintenance spares) for entire life cycle for a period of 10 years</u>

Sl No.	Description	Price of spares for the recommended quantity (INR)			Total Price
		Price of recommended	04 machines	03 machines	(INR)
	Press	spares per machine = A	for Mysuru B= A x 4	for Salboni C=A x 3	$\mathbf{D} = \mathbf{B} + \mathbf{C}$
1.	Breakdown Maintenance spares for 10 years *		2	0 11.110	
2.	Preventive Maintenance spares list for 02 <sup>nd</sup> year				
3.	Preventive Maintenance spares list for 03 <sup>rd</sup> year				
4.	Preventive Maintenance spares list for 04 <sup>th</sup> year				
5.	Preventive Maintenance spares list for 05 <sup>th</sup> year				
6.	Preventive Maintenance spares list for $06^{th}$ year				
7.	Preventive Maintenance spares list for 07 <sup>th</sup> year				
8.	Preventive Maintenance spares list for 08 <sup>th</sup> year				
9.	Preventive Maintenance spares list for 09 <sup>th</sup> year				
10.	Preventive Maintenance spares list for 10 <sup>th</sup> year				
11.	·				
12.	Total Price in words				

# **Note for Table D:**

- a. Detailed breakup of the above table D from Sl. No.1 to 10 to be annexed by the bidders separately. Breakdown maintenance spares list (annexed by the bidders) and Preventive Maintenance spares list (annexed by the bidders) should have recommended quantity of each spares required per machine along with its respective unit rate.
- b. Breakdown Maintenance spares cost quoted should be on INCOTERM CIF basis and Preventive Maintenance spares should be quoted on FOB basis.
- c. All the spare parts price quoted under Breakdown Maintenance spares list and Preventive Maintenance spares list must remain firm for the period of Ten years from the date of FAC of each machine.
- d. One set of Breakdown maintenance spares for each Press (i.e. one set for Mysuru Press and one set for Salboni Press) will be procured along with the machines by BRBNMPL.
- e. Preventive maintenance spares will be procured by BRBNMPL as and when required as per the recommendation of supplier/OEM.
- f. Bidders must quote all the electrical, electronics, mechanical, pneumatic parts, etc. fitted/used in the machine which may stop the operation of the machine in case of failure, all these types of spares must be included either under breakdown spares list or preventive spares list **including floating value**.

g. Any other item(s) which are not included in the Breakdown maintenance spare list / preventive maintenance spares list, the cost of such spares should be considered in the floating amount in that particular year as mentioned in Table D of Price schedule. If in any year, the cost for replacement of such spares (which were not included in preventive / breakdown spares list) exceeds the floating amount, in this case, the bidder has to supply such spares at free of cost.

#### **Important Points**

- 1. The bidder shall indicate the prices for all items as per schedule in both figures and words clearly.
- 2. Initial L1 determination of Bids will be done based on the **Table C of Price Schedule**. The awarding of contract will be based on the Additional factors for Evaluation of Offers as explained in the **Note A under Section III: Special Instructions to Tenderers (SIT).**
- 3. Price quoted under Table D shall not be considered for initial L1 determination. However, it shall be used to calculate Saving to Investment Ratio and Life Cycle Cost.
- **4.** Applicable tax deduction at source will be made for installation, commissioning and training charges and a TDS certificate will be issued.
- **5.** Price with condition(s) shall be liable to be rejected.
- **6.** Price should be quoted as per the above format. However, components of the price quoted may be indicated separately.
- 7. Conditional discount/rebate etc shall not be considered. In case, discount is offered that should be adjusted in the price and net price should be quoted.
- **8.** The prices quoted shall be firm and no escalation will be considered on the quoted price for any reason what so ever during the currency of the contract.

### 9. Other important contractual obligations:

- a. The bidder is expected to supply with in the contract price initial commissioning spares, oil & lubricants and consumables including 25 number of Nylo plates per machine as may be required during erection, testing, start-up and initial operation of the unit till completion of successful commissioning (FAT) and commencement of regular production.
- b. The bidder shall give a commitment that they shall provide technical support for the offered systems and accessories and make available required spares and consumables for a period of at least 10 years from the date of expiry of warranty.

# Note: 1

- 1. The GST as applicable at actuals will be deducted against the Installation, Testing, Commissioning and Training invoice and paid to the Govt. by BRBNMPL for and on behalf of the vendor.
- 2. The following factors will be borne by BRBNMPL
  - (i) Customs duties as applicable.
  - (ii) Clearing and forwarding charges as applicable.
  - (iii) Local Transportation shall be arranged from port of discharge to the final destination.

# **Additional Note for Indian Supplier**

#### Note 2:

In case if there are any Indian suppliers, they have to quote in FOR Destination (Inclusive of GST 18% as applicable) and for comparing the quote from foreign suppliers in CIF and Indian suppliers in FOR, following notional factors will be loaded while arriving at the total landing cost for quote in CIF. –

- 1. Customs duties at 27.735% on assessable value will be added. (Assessable Value = CIF value + 1% of CIF value as landing charges).
- 2. Clearing and forwarding charges as per the following details will be added -
  - (i) Agency charges of 0.03% of CIF value + 18% GST (or as applicable) on agency charges will be added towards local agency charges.
  - (ii) Transportation charges of Rs.2,45,00,000 for all 07 machine will be added towards local transportation cost from port of discharge to final destination.

### **General Note:**

- i) BRBNMPL does not pledge itself to accept the lowest or any tender and reserves to itself the right of accepting the whole or any part of the tender or portion of the quantity tender or cancel the tender without assigning any reason what so ever.
- ii) BRBNMPL shall evaluate the bids to determine whether they are complete, whether any computational errors have been made, whether required sureties have been furnished, whether the documents have been properly signed and whether the bids are generally in order.
- iii) **Quoted price should be in words and figures**. Any discrepancy between words and figures, the price in words shall prevail. Insertions, postscripts, additions and alterations shall not be recognized, unless authenticated by the tenderer's signature. In case of discrepancy between unit price and total price/cost, the unit rate will be considered for evaluation.
- iv) All decisions by BRBNMPL on the evaluation of bids will be final and binding on the Bidders and is not subject to any scrutiny
- v) Any effort by a bidder to influence BRBNMPL personnel or representatives on matters relative to the bid under study in the process of examination, clarification, evaluation and comparison of bids, and in decisions concerning award of contract may result in rejection of his bid.

Signature of Supplier with	Name of the Firm:
Date:	Place:

We confirm that there would not be any price escalation during the supply period. We also confirm that we will abide by all the tender terms and conditions bearing no 14/CO/GT/OFF/2018-19 dated 31<sup>st</sup> December 2018 for supply of 07 Nos. of Offset Printing Machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysore Press and 03 nos. for Salboni Press) and we do not have any counter conditions.

(Authorised signatory with name and date)
Office Seal/Stamp



# Bharatiya Reserve Bank Note Mudran Private Limited, Corporate Office Bengaluru

No. 3 & 4, 1<sup>st</sup> Stage, 1<sup>st</sup> Phase, BTM Layout Bannerghatta Road, Bengaluru - 560029

Date: 23.01.2019

# Notice-1

# Tender Nos. 14/CO/GT/OFF/2018-19 and 15/CO/GT/INT/2018-19 dated 31st December 2018

for Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 07 nos. of Offset printing machines for Banknote printing capable of printing front and back simultaneously (04 nos. for Mysuru and 03 nos. for Salboni) and 07 Nos. of Intaglio Printing machines for Banknote printing (04 nos. for Salboni and 03 nos. for Mysuru).

# **Pre-bid conference**

As per section III: Special Instructions to Tenderers (SIT) at Sl. No.4

Pre-bid conference is scheduled: at IST 11:00 hrs. on 30th and 31st January 2019

**Pre-bid conference Avenue:** BHARATIYA RESERVE BANK NOTE

MUDRAN (P) LIMITED,

Corporate Office, 3 & 4, 1st Stage, 1st Phase, BTM

Layout, Bannerghatta Road,

Bengaluru – 560 029, Karnataka, India

-Sd-(S M Pawale) Dy. General Manager