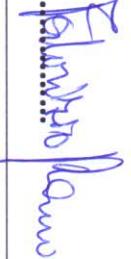


**Global Tender No. 002/SAL/PUR/2019-20 dtd. 28/05/2019 for supply of PVD BASED CHROME PLATING SYSTEM**

Pre-bid Meeting conducted on : 25-06-2019 at 15:00 hrs.,

Place : BRBNMPL, Salboni

**Name & Signatures of the Representatives**

KBA Notasy (Name & Signature)	Protec Surface Technologies (Name & Signature)	BRBNMPL, Salboni (Name & Signature)
1.Ms. Nathalie Serra , 	1.Mr. Fabrizio Pitacco, 	1. Mr H.V.Neerajakshappa,  (D.G.M.)
2.Ms. Nichole Luescher, 	2.Mr. Adit Raja, 	2. Mr B.V.Syamprasad,  (A.G.M.)
3. Mr. B.S.Negi, 	3.Mr. S.S.Kude,  (A.G.M.)	3. Mr. S.S.Kude,  (A.G.M.)
		4.Mr. K. Dinakar,  (A.G.M.)

**PRE-BID CLARIFICATIONS FROM M/s. KBA NOTASYS AGAINST GLOBAL  
TENDER NO. GT/002/SAL/PUR/2019-20 DT 28/05/2019 FOR TWO NOS. OF  
PHYSICAL VAPOUR DEPOSITION (PVD) BASED CHROME PLATING  
SYSTEM FOR INTAGLIO NICKEL PRINTING PLATES ONE EACH FOR  
SALBONI AND MYSURU**

Tender Pg Ref	Section / Clause Ref	Tender Condition	Query /Clarification	BRBNMPL- Reply
10 Q1	2	<b>Delivery Period</b>	<p>We understand that the indicated delivery period of eight (08) months from the date of supply order, is to be understood delivery on site at Press Salboni and Mysuru. In this regard, to allow for the required transport time we kindly ask you to extend this period to ten (10) months from the date of Letter of Intent (LOI).</p> <p>Kindly confirm our request.</p>	Should be delivered at both the locations i.e. BRBNMPL, Salboni & BRBNMPL, Mysuru within 9 (nine) months from the date of supply order.
10 Q2	2	<b>Delivery Period</b>	<p>In order to deploy both systems at your Presses with the optimum schedule and resources for installation, commissioning and training purposes, we kindly request that the delivery of the systems be five (05) weeks apart.</p> <p>Kindly confirm your agreement.</p>	Installation, commissioning, training and performance testing should be completed within 90 days from date of delivery. (this includes testing & FAT on the machines)
26 Q3	3.1 3.2 3.3	<b>GCC Use of contract documents and information</b>	<p>All obligations pertaining to confidentiality should be reciprocal.</p> <p>Kindly confirm that the BRBNMPL undertakes an equivalent obligation regarding any confidential information</p>	As per Tender

			and/or documents received from the successful bidder.	
28	13. 1, b,ii	<b>Spare parts</b>	<p>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</p> <p>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.</p> <p>Kindly confirm this agreement.</p>	<p>Accepted.</p> <p>In case of discontinuation of third-party items, supplier undertakes to provide alternative parts/spares for replacement</p>
Q4	28 15. 3	<b>Distribution of Despatch Documents for clearance/Receipt of Goods</b>	<p>"For Imported Goods, within 3 days of dispatch, the supplier will Notify BRBNMPL ... "</p> <p>We kindly request a 7-day period to be able to cover for weekends and public holidays.</p> <p>Kindly confirm your agreement.</p>	<p>7 days in case of dispatch via sea else 3 days for air shipment .</p>
31 Q6	24	<b>Liquidated damages</b>	<p>The clause holds no provision for delays not imputable to the Supplier, we therefore kindly request that the following be considered:</p> <p>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,</p>	As per tender

Quarry 11

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			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.	
36 Q7	12	<b>Terms and Mode of Payments</b>	We understand that the payment terms are on a system-by-system basis. Please confirm.	As per tender  It is system-by-system basis.
36 Q8	4,vii	<b>Sample preparation</b>	"Accessories for sample preparation". Kindly explain what type of accessories BRBNMPL would be requiring.  Kindly explain.	As per tender  Page No 35 point No 4(ii)  Standard and other such accessories/tools for Prepress if any are needed, they are under the scope of Supplier
38,39	4,1 7,VI	<b>Plate life and FAT</b>	The performance of the plate on machine (number of impressions) is not directly dependent on the vacuum chroming process. Indeed, life of plates depends on many external	As per Tender. - the life means the life of chrome on nickel plate.  The chrome coating should not crack,

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,4 Q9			factors: media, nickel-plating plates, cleaning liquids, inks, printing press settings, plate handling, printers, etc. Prepress equipment has almost no influence if the process is carried out according to manufacturer's given parameters. This parameter should therefore not be a decisive factor for the correct accomplishment of the bidder's duties in the present tender or an acceptance criteria of the equipment  Please confirm your understanding.	should not wear, should not form bubbles, not develop blisters or other chrome issues, during the life of the plate i.e. 0.75 million impressions or more at least on 1(one) plate.
38 Q10	7	<b>Specifications</b>	"... provision for smaller size as well as larger plate holding is desirable". Please specify potential dimensions required.	As per Tender(+/- 200mm from the width of the plate size)
39 Q11	12	<b>National legislation</b>	The system which we will be proposing to BRBNMPL will be delivered with a CE certification. We do not know if the national Indian legislation corresponds to the European standards.  Please confirm that CE or other equivalent international standards are acceptable.	CE is acceptable
39 Q12	15, 19	<b>Hardness measurement</b>	In order to be able to perform a hardness measure of the chrome plate, a sample of the plate needs to be cut out. There is no adequate specific portable device available for this type of measurement of the printing plate. We kindly request therefore to abandon this request.  Please confirm.	As per tender

			The proposed system is designed for Accepted.
39 Q13	18	<b>Chroming pre-and post-bending state</b>	<p>The proposed system is designed for the chroming of flat nickel intaglio plates (pre-bending). Indeed, in the traditional workflow, the bending of the plate is performed after chroming. In case of dechroming and rechroming of the plate, most of our customers will flatten the plate again in order to process it in the dechroming tank. Hence our design. We attach a copy of the proposed workflow in comparison with the traditional galvanic process.</p> <p>Kindly confirm your understanding.</p>
39 Q14	19	<b>Comparison with conventional process</b>	<p>The new proposed process of vacuum chroming (PVD) cannot be solely attributable to a better or worse performance of the chromed plates. The performance of the plates on machine depends on numerous other external factors as explained above.</p> <p>Please confirm your understanding.</p>
40 Q15	(III)	<b>Installation and commissioning</b>	<p>As per the tender requirements, we understand that the supplier needs to arrange the tools and tackles necessary for the successful installation and commissioning of the system, we would kindly request that BRBNMPL confirms its readiness and responsibility to take care of the inbringing of the crates/boxes to the installation location under supplier's supervision. Likewise, we kindly request to be able to use the existing lifting and handling equipment present</p>

			at the Presses for the swift and smooth installation of the systems. Please confirm.	
40 Q16	(III)	<b>Measures during installation, commissioning &amp; FAT</b>	As per Q12, the hardness, thickness and roughness measures of the vacuum-chromed printing plate cannot be performed without a sample cut-out. Kindly confirm your understanding.	Sample piece can be measured by external approved agencies.
40 Q17	(IV)	<b>Factory training</b>	To optimise the one-week training period stipulated, it may be necessary to have the operator training at one location and the maintenance training at another or several locations corresponding to the manufacturing sites of the accessories. These hands-on training sessions are to take place with existing similar demonstration equipment. Kindly confirm your understanding.	Accepted.
40 Q18	(IV)	<b>Training at BRBNMPL Presses</b>	The one-week training session to be given at each Press during installation and commissioning is also to cover operational and maintenance aspects? Kindly confirm scope of on-site training.	As per tender Operation & Maintenance training to be given at BRBNMPL Presses Salboni & Mysore both.
40 Q19	(V)	<b>Pre-shipment Inspection</b>	We respectfully bring to the attention of BRBNMPL that the pre-shipment inspection may take place at several locations/countries. Kindly confirm your understanding.	Accepted

41 Q20	(VI)	<b>Acceptance – performance on machine</b>	<p>With regard to the observations made under Q9 regarding plate lifetime, the indicated performance on machine is not a valid measurable criterion for the acceptance of the prepress system as such a performance (e.g., number of impressions) is dependent on many external factors (nickel-plate preparation, plate handling, press settings, printers, ...). We kindly request that this type of acceptance factor is not to be considered for final acceptance (FAT).</p> <p>Please confirm.</p>	<p>As per Tender. - the life means the life of chrome on nickel plate. The chrome coating should not crack, should not wear, should not form bubbles, not develop blisters or other chrome issues, during the life of the plate i.e. 0.75 million impressions or more at least on 1(one) plate.</p>
41 Q21	(VIII )	<b>Post Warranty CAMC</b>	<p>We understand that the stipulated 48-hours resolution time applies to remote assistance. In case of need of an intervention on-site at the respective Press, we kindly ask for confirmation that these 48 hours are to be understood from arrival of the technician at the Press after obtaining the required visa from the relative authorities, if necessary.</p> <p>Please confirm.</p>	<p>By email / telephone support, the system will be attended to within 24 hours. In case presence of foreign technician is required at site, the 48 hour count will start after the arrival of the technician at site.</p>
41 Q22	(VIII )	<b>Post Warranty CAMC</b>	<p>The resolution of eventual failures may necessitate the replacement of certain machine spare parts. We understand that BRBNMPL will at all times maintain an on-site stock of critical spare parts in order to reduce the machine downtime and that eventual delays (shipment, customs clearance) related to the arrival on-site of the required parts will not be imputable to</p>	<p>LD Clause applicable as per tender. As mentioned at Q21 the 48 hours will start from the landing of the technician at the Press.</p>

		<p>the supplier and therefore excluded from any applicable LDs.</p> <p>Please confirm.</p>	
51 Q23	1	<p><b>Experience &amp; Past Performance</b></p> <p>For the evaluation of the past performance and complying with the reciprocal confidentiality agreements with our valued customers, as is also the case for BRBNMPL's previous contracts, we cannot disclose details of passed purchase orders/invoices. For BRBNMPL assessment we will provide you with a list of the customers that have acquired similar systems during the last five years with contact details so that you may approach them for verification purposes.</p> <p>Please confirm your agreement.</p>	<p>The Bidder firm should submit credentials regarding experience and past performance to the extent required in support of supplying (1) one PHYSICAL VAPOUR DEPOSITION (PVD) BASED CHROME PLATING SYSTEM FOR INTAGLIO NICKEL PRINTING PLATES .</p>

Handwritten signatures of seven individuals are placed over the table rows. The signatures are written in blue ink and appear to be initials or names. The first signature on the left is crossed out with a large blue 'X'. The other six signatures are clearly legible and follow the row numbers 1 through 6.

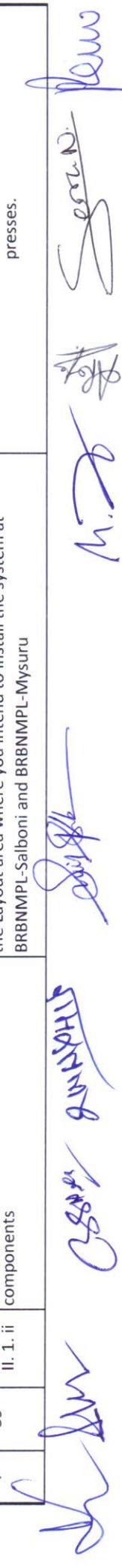
PRE-BID CLARIFICATIONS FROM PROTEC SURFACE TECHNOLOGIES, ITALY AGAINST YOUR TENDER NO. GT/002/SAL/PUR/2019-20 DATED 28/05/2019 FOR PVD CHROME PLATING SYSTEM

Sl.	Tender Pg Ref	Section / Clause Ref	Tender Condition	Query / Clarification	BRBNMPL Reply
1	7	Sec I	Closing date and time for receipt of tenders : On 09/07/2019 upto 11:00 Hrs	You have kept the Pre-Bid on 25th June, 2019. Since we will be able to start the tender preparation only after the issuance of the clarifications, we request you to kindly provide us 30 days to prepare the full set of documents, and assuch request you to postpone the tender by <u>minimum 30 Days, i.e. the due date should be 25/07/2019</u> , which will allow us to submit a perfect bid considering all the terms and conditions.	Accepted
2	10	Sec I, 1		<b>EMD:</b> The EMD amount of Rs. 74,00,000/- (Rupees Seventy Four Lakh only) is payable in the form of Account Payee Demand Draft / Banker's Cheque / Fixed Deposit / Bank Guarantee..... In Case of Bank Guarantee, the same is to provided from / confirmed by any scheduled commercial bank in India as per the format specified in ....)	Since we are based in Italy, we request you to allow us to submit the Bank Guarantee in <u>Euro</u> . Please let us know the amount in <u>Euro so that we could process the Bank Guarantee</u> at the earliest.  As per tender in INR
3	10	2		Delivery Period: Should be delivered at both the locations i.e. BRBNMPL, Salboni & BRBNMPL, Mysuru within 8 (eight) months from the date of supply order. Installation, commissioning, training and performance testing should be completed within 60 days from date of delivery	We are ok to deliver both systems within 8 months from date of Supply Order. However, it would not be possible to instal the machines at both locations (Mysore & Salboni) within 60 days from delivery because the actual time taken by sea to India, Customs clearance time etc is not in our hand or control. As such, we request you to amend this clause as under:  Delivery - both machines should be shipped from Supplier's country within 8 months from date of supply order. Installation - one site installation will be completed within 60 days of the Machine reaching Mysore or Salboni. Additional 30 days will be given to complete the 2nd installation.

*Manu*  
*Secure*  
*Amit*  
*M.S.*  
*Suraj*

*Rajesh*  
*Dinesh*

*Pardeep*  
*Pardeep*

			As per GCC Clause-Corrigendum to be issued	
4	12	Sec I, 6	<p>Warranty: this warranty shall remain valid for one year after the goods or any portion thereof as the case may be, have been delivered to the final destination and installed and commissioned at the final destination and accepted by BRBNMPL in terms of the contract or for eighteen months from the date of receipt at the supplier's premises for domestic goods (including goods already imported by the supplier under its own arrangement) or for twenty one months after the date of shipment from the port of loading in the source country for imported goods offered from abroad, whichever is earlier, unless specified otherwise in the SCC.</p> <p>Could you please clarify this Warranty Clause? We request you to keep the Warranty valid for a period of <u>12 Months from the date of signing Final Acceptance Certificate.</u></p>	<p>a) Could you please mention what do you mean by Stronger?</p> <p>b) What is the initial roughness on the Nickel before PVD? Do you have possibility to use polishing machine like for example Platebright?</p> <p>c) Could you please let us know the approximate quantity of plates produced in one year at BRBNMPL Salboni and BRBNMPL Mysuru</p>
5	38	Sec VII, I. 4.	<p>System shall deposit smooth, even uniform and tough chrome layer on nickel intaglio printing plate which should be stronger and the chrome layer should be capable of withstanding wear during Intaglio printing, so that the plate on the Intaglio Printing machines shall produce on an average of 1.5 million impressions or more under normal working conditions without cracking of plate / bubbles / other chrome issues. The plate average surface roughness (Ra value) after chrome plating shall be from 0.02 to 0.07 microns</p>	<p>Accepted</p>
6	39	Sec VII, I. 16	<p>Could you please let us the know the available minimum water flow @ 10-12°C and 2bar for the water cooling? Anyway the desired flow would be &gt;143 l/min (8580 l/h) at 13 °C</p>	<p>You may visit &amp; take the measurements of both the presses.</p>
7	39	Sec VII, II. 1. ii	<p>We shall appreciate if you could provide us with the drawing of the Layout area where you intend to install the system at BRBNMPL-Salboni and BRBNMPL-Mysuru</p>	

8	39	Sec VII, I. 15	The bidders shall quote for the suitable measuring device as an optional device to measure hardness of chrome plating carried out	Do you have any requirement or standard for the hardness measurement?	Range 200-1500 vickers hardness is the requirement. Any international standard is acceptable.
9	39	Sec VII, I. 19	The supplier shall prove to BRBNMPL, that the chrome layer given in the PVD process is better than the conventionally grown plates in electrolysis process, in terms of surface hardness and performance of machine	What is the meaning of "performance of machine" and respect to what?	As per Tender. - the life means the life of chrome on nickel plate.  The chrome coating should not crack, should not wear, should not form bubbles, not develop blisters or other chrome issues, during the life of the plate i.e. 0.75 million impressions or more at least on 1(one) plate.
10	41	Sec VII, VI	Final Acceptance Test (FAT) and Final Acceptance Certificate (FAC) : During FAT, Chrome deposition on minimum 10 Plates should be carried out and FAC will be issued based on the satisfactory performance on machine (so that the plate on the Intaglio Printing machines shall produce on an average 1.5 million impressions or more under normal working conditions without cracking of plate / bubbles / other chrome issues) and quality of finish & coating strength achieved during the FAT and satisfactory print quality on Intaglio machine. FAT will be carried out at respective places and FAC will be issued accordingly.	How can we guarantee the life of the plate for 1.5 million impressions. This depends on a lot of external factors such as the actual plate quality (ie substrate quality) engraving quality, machine settings, inks, paper, etc. We can only guarantee that if the plate is made on our PVD machine as per the SOP provided, then we can guarantee that the Chrome will not crack for 1.5 million impressions unless the substrate is breaking. Please confirm that this is what you mean.	As per Tender. - the life means the life of chrome on nickel plate.  The chrome coating should not crack, should not wear, should not form bubbles, not develop blisters or other chrome issues, during the life of the plate i.e. 0.75 million impressions or more at least on 1(one) plate.

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Jayaram

Bharat Chandra Guruprasad

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		This is not possible practically and also from a technical point of view. As such, the clause should read as:  In case of machine breakdown, the complaint will be attended to by email / phone support within 24 hours of a problem reported by BRBNMPL via email (except Saturday / Sunday or National holiday in suppliers country). All possible attempt will be made to restore the machine in working condition within 72 hours (except Saturday / Sunday or National holiday in suppliers country). If it is felt that it is necessary to depute an Engineer to visit the site in India, then the supplier shall send an engineer at the earliest, but not later than 1-2 weeks (considering the time taken to get Indian Visa) to resolve the issue.  Anyway we're ready to discuss the most logic and practical solution to offer you the best possible service.	By email / telephone support, the system will be attended to within 24 hours. In case presence of foreign technician is required at site, the 48 hour count will start after the arrival of the technician at site.
11	41	Sec VII, VIII. 4	In case of machine break down the complaint should be resolved and machine should be restored to service within 48 hours from the time of lodging of complaint.
12	42	Sec VII, X	Electroforming Area
13	42	Sec VII, XX	Rerunning Cost of Operation and Maintenance requirements of equipment
14	60	Sec XI, line 8 (table)	Comprehensive AMC charges for 9 years of complete of warranty period at BRBNMPL

You may visit & take the measurements at both the presses.

200 nos. of plates (approx) per year at each press

(AMC price of ONE MACHINE x 2 machines x 9 years)  
(price breakup to be given as an Annexure. This will be Part of the price bid.) Price bid format will be amended & Corrigendum will be issued suitably (for GST & custom duty)

As per the Price Schedule for Foreign Bidders, you have provided with 3 columns i.e. Qty, Unit Rate & Total Price. Can you please explain what we are supposed to fill under:  
Unit Rate - do you expect us to put the AMC charge per year?  
should this be value? Or in percentage?  
Total Price - to arrive at this Total price, are we to multiply the yearly AMC price x 2, or  
AMC price of 9 years x 2?  
Please clarify.

15	60	Sec XI, x	<p>They shall quote the price inclusive of GST as applicable mentioning the GST % considered in their quotation towards Installation, Commissioning, Testing and On-site Training etc. GST and Customs Duties in India will be borne by the Purchaser. Other Statutory Taxes as applicable will be deducted from the payments of supplier per Indian Laws</p> <p>Could you please clarify the other Statutory Taxes as applicable?</p>	<p>Since we are located in Italy, it will be very difficult to find out the rate of GST applicability in India. Kindly allow us to quote price without GST. All the taxes applicable in India to be borne by BRBNMPL.</p> <p>Price bid format will be amended &amp; Corrigendum will be issued suitably.</p>	
16			<p>Requirement of Gas....for PVD</p> <p>Gas is a consumable in the PVD process, anyway we cannot supply due to safety restrictions in transportations, you have to buy locally, we'll provide you purity needed</p>	<p>As per Tender Page No 65, It is under supplier scope.</p>	
			<p>Requirement of Ethylene Glycol</p> <p>Closed cooling circuit of PVD machine needs to be added with Ethylene Glycol, we cannot provide due to safety restrictions, you have to buy locally, we'll provide you specifications.</p>	<p>As per Tender Page No 65, It is under supplier scope.</p>	
17			<p>Requirement of Chemicals like ...is required during the cleaning and de chroming process.</p> <p>Water Treatment for the polluted water after the process of cleaning and De chroming</p>	<p>Products needed cannot be supplied due to safety restrictions in transportations, you have to buy locally, we'll provide you specifications</p> <p>As you normally proceed with your existing wastewaters you need to treat water coming from surface activation and de-chroming process</p>	<p>As per Tender Page No 65, It is under supplier scope.</p> <p>As per Tender Page No 38, Clause No 3 &amp; Page 39, point no. 12</p>

The handwritten signatures are placed over the table rows, appearing to be approvals or initials for the responses provided in the table. The signatures include:

- S. Sekhon**: Located above the first two rows.
- M. Raju**: Located above the third row.
- Raju**: Located below the third row.
- S. Sekhon**: Located below the fourth row.
- Gopal**: Located to the right of the fourth row.
- Shiv Kumar**: Located below the fourth row.
- S. Sekhon**: Located at the bottom right of the page.