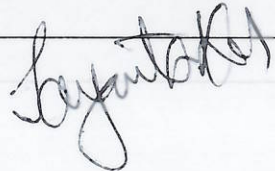
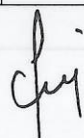
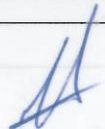
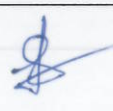


PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
<u>Queries submitted by M/s G+D, Germany</u>			
1	<p>Topic - Configuration</p> <p>Section I: Notice Inviting Tender (NIT), p5</p> <p>High Capacity Sheet Cutting System combined with Multiple Single Note Inspection Systems</p>	<p>G+D understands that the supplier shall undertake to design and deliver integrated systems achieving the following:</p> <ul style="list-style-type: none"> Throughput not less than 3 million banknotes per shift, anticipating 2 hours are reserved for make-ready and potential breakdowns At a maximum footprint of 260m² per system And system offering maximum flexibility towards independent usage of cutting and SNI system <p>In the interest of overall value proposition for BRBNMPL, G+D suggests to accept optional features in the quote or allow the bidder to hand in a second quote. Please kindly confirm.</p>	<p>The bidders have to quote as per our Price Bid format i.e. Section XI of the tender and L1 determination will be according to Table B of Price Schedule.</p> <p>However, if any of the bidders wish to quote for additional/optional features, they may do so in a separate sheet. However, such quotes shall not be considered towards L1 determination.</p>
2	<p>Topic - Last date of receipt of tender</p> <p>Section I: Notice Inviting Tender (NIT), p5</p> <p>Closing date and time for receipt of tenders at 11:00 hrs. on 07/05/2019</p>	<p>The tender is complex regarding its technical specifications. Several suppliers and partners need to align and commit to BRBNMPL an optimal solution. The time between pre-bid (25/04/2019, p32, §5) and submission is quite too short to take into account the clarifications in the submission of the offer. Please consider extending the last date of receipt of tender to June 30, 2019.</p>	<p>The last date for submission of tender document is extended till 04/06/2019</p>
3	<p>Topic - Deviation from tender document</p> <p>Section II: General Instructions to Tenderers (GIT), p18, §19.4</p> <p>Compliance with the clauses of this tender document: Tenderer must comply with all the clauses of this Tender Document. In case there are any deviations, these should be listed in a chart form without any ambiguity along with justification.</p>	<p>G+D understands from the tender document that tender non-compliances will be evaluated and benchmarked. Please kindly provide the tender compliance matrix and evaluation criteria for the required scope.</p> <p>Furthermore, could you please kindly advise as to whether the current BRBNMPL process when using the BPS2000 systems could be accepted, as the process is proven and well established since many years?</p>	<p>As per our tender page 85, clause 9c, the bidders have to submit an undertaking that they are accepting all the terms and conditions of this tender and abide by it without any counter conditions. Tenders with non-compliances/deviations will not be evaluated and benchmarked and are liable to be rejected.</p> <p>Our requirement is different from what we presently have at the presses.</p>



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S No.	Tender clause	Bidders queries	BRBNMPL response
4	<p>Topic - Tenderer's capability to perform the contract</p> <p>Section II: General Instructions to Tenderers (GIT), p23, §36</p> <p>BRBNMPL, through the above process of tender scrutiny and tender evaluation will determine to its satisfaction whether the tenderer, whose tender has been determined as the lowest evaluated responsive tender is eligible, qualified and capable in all respects to perform the contract satisfactorily. If, there is more than one schedule in the List of Requirements, then, such determination will be made separately for each schedule.</p>	<p>G+D would like to understand how BRBNMPL will evaluate the tenderer's capability for executing the tender. G+D recommends that evaluation should also consider the experience and exposure that the bidder has with various Printing Works worldwide and different jobs as well as denominations they are handling. Proven reliability is especially important for BRBNMPL because of the sorting accuracy, which has direct impact on waste rates, false reject rates and ultimately the cost of production for BRBNMPL.</p> <p>Furthermore, could you please share the pre-shipment requirements, especially the documents and protocols for the inspection?</p> <p>G+D recommends to use established and proven protocols for pre-inspection used for SNI pre-shipment inspections worldwide, accepted by CBs and in specific by RBI.</p>	<p>Tender will be evaluated according to the Eligibility criteria and other terms and conditions as specified in the tender.</p> <p>Pre-shipment inspection requirement will be discussed and finalized with the successful bidder.</p>
5	<p>Topic – Damages caused (Production loss / Machine downtime)</p> <p>Section III: Special Instructions to Tenderers (SIT), p36, §5</p> <p>If any spare parts fail (other than the spares parts list submitted for both breakdown and preventive maintenance) under normal operating condition as per prevailing practice at our BRBNMPL presses, then the same has to be supplied by the bidder at free of cost during its entire life cycle (10 years). If the spares are not supplied, then 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.</p>	<p>Malfunctions or breakdowns can be caused by various root causes. Please inform as to how BRBNMPL will perform the root-cause analysis for any malfunctioning concerning the supplier vs. malfunctions caused by operator or maintenance errors.</p>	<p>The purpose of this clause is that the bidder must quote all the spare parts required for 10-year operation of the machine. If all the machine spares are included in the spare list, there will not be any need for compensation. Bidders don't have to supply any spare part 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 under breakdown spares list including floating value.</p> <p>Any other item(s) which are not included in the breakdown maintenance spare list,</p>

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			<p>the cost of such spares should be considered in the floating amount. If the cost of replacement of such spares (which were not included in the breakdown spares list) exceed the floating amount, the bidder has to compensate the difference of amount between actual cost of spare and the floating value. The floating value must be included in the breakdown spares list to be submitted by the bidders.</p> <p>If spares are not supplied within the delivery period in the Purchase Order, the compensation for each extra day will be cost of proportionate production loss to BRBNMPL as given below: -</p> <p>Production loss per day = 3 million B/N x 2 shifts x profit per note ranging from INR 0.15 to INR 0.29 during entire Life Cycle.</p> <p>The maximum limit for compensation against delayed delivery will be limited to the additional Bank Guarantee of 10% of spares cost (Sl No 12 of Table C of Price Schedule).</p> <p>BRBNMPL is having O & M crew with more than 10 years' experience for similar kind of machine and all the breakdowns are analysed periodically.</p> <p>However, if any breakdown occurs due to Fire or any natural disasters, they are covered under Insurance Policy of the</p>

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S No.	Tender clause	Bidders queries	BRBNMPL response
			Company and damages due to such causes will not be considered for compensation.
6	<p>Topic – Eligible Tenderers</p> <p>Section III: Special Instructions to Tenderers (SIT), p32, §2</p> <p>Only manufacturers of the machineries</p>	<p>We understand the sophisticated requirements that BRBNMPL is establishing in this tender. For the best possible local service level and support, BRBNMPL will benefit from the presence of the supplier in India in the form of a direct support [100% owned subsidiary with at least 100 employees, rather than a local partner (third party)]. This presents many advantages, such as local presence, prompt service and a faster and more competitive response time.</p> <p>Please specify how such an outstanding support level from a strong direct presence in India of the manufacturer himself will benefit the bidder in the tender process (i.e. how will this be taken into consideration).</p>	Local level service support through direct presence in India is not a mandatory requirement as per tender terms and conditions unless it is under Make in India Policy of GoI.
7	<p>Topic – Guarantees</p> <p>There are in total 4 guarantees mentioned in the tender: -</p> <p>Section III: Special Instructions to Tenderers (SIT), p36, §1</p> <p>1. Performance Bank Guarantee of 10% of the CIF value which has to be reduced 10% each year and maintained for 10 years – covers performance of all machine parameters and operational efficiency</p> <p>Section III: Special Instructions to Tenderers (SIT), p36, §1</p> <p>2. Additional Bank Guarantee for spare costs for a period of 10 years – covers loss of production</p>	<p>It is not clearly mentioned when the first and second Bank Guarantees should be created. We would like to kindly request BRBNMPL to provide the relevant dates and details.</p> <p>Do we understand correctly that the EMD covers the performance of the contract from the tender submission until the contract is signed and that the performance security covers the performance of the contract until the warranty obligations are over?</p>	<p>There are only two Bank Guarantees applicable with regard to performance security (10% of the machine cost and other is 10% of the spare cost), as mentioned under SIT p36, §1. These BGs will have to be submitted by the successful bidder within 21 days of issue of LoI.</p> <p>Whereas, EMD or Bid Security is applicable for all bidders irrespective of whether they emerge as successful or not. The EMD of the successful bidder will be returned on submission of above two performance BGs.</p>

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S No.	Tender clause	Bidders queries	BRBNMPL response
	<p>Section IV: General Conditions of Contract (GCC), p48, §6</p> <p>3. Performance security of 10% of the contract valid until 60 days of the complete contract obligations (to be provided within 21 days from the date of this notification) including warranty obligations.</p> <p>Section XX: Pre-Contract Integrity Pact, p113, §6.1</p> <p>4. Bank Guarantee (EMD) of either 6 crores or 2% of the contract value (Integrity Pact) to be valid until the completion of the contract obligations. To be opened when submitting the bid.</p>		
8	<p>Topic – UPS Power backup</p> <p>Section VII: Technical Specifications, p70, §18</p> <p>The supplier shall include in their offer, UPS power back-up for computers and control modules for minimum 15 minutes to restore the machine's operation from where it stopped when power supply is restored.</p>	<p>All features and the ecosystem of our machines are proven in 40 countries around the world. G+D establishes the benchmark of SNI systems around the world. From our experience, please allow us to comment the following on the power backup system: -</p> <p>The dimension of a power backup should be much smaller and efficient. This is not only in regards of costs but specifically in regards of security and possibilities of manipulation. G+D's system restoration does not need 15 minutes of UPS power backup. During power failure, SNI system will shut down after restoring all necessary data.</p> <p>In the interest of developing the best possible solution in an economic setting, we would recommend an adequately sized UPS rather than merely requesting 15 minutes. Could you please kindly consider?</p>	Tender conditions shall prevail

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9	<p>Topic – Earnest Money Deposit (EMD)</p> <p>Section VI: List of Requirements, p68</p> <p>Section XX: Pre Contract Integrity Pact, p113</p> <p>EMD 06 crores / 2% of the total contract value</p>	What is the amount of the EMD? Is it a) 2% of the total contract value or b) 06 crores?	EMD amount is INR 6 crores
10	<p>Topic – Bundle Size</p> <p>Section VII: Technical Specifications, p76, §'h'</p> <p>System shall be suitable to handle Bundle size of Max. (mm L x W x H): 180 x 90 x 150 mm and Min. (mm L x W x H): 105 x 56 x 90 mm.</p>	To G+D's knowledge, the lowest size of INR denominations in circulation is 117mm (INR 5). For many years, there hasn't been a banknote with a smaller size than that was processed using automated banknote processing. Therefore, G+D would like to better understand the need of having a possibility to process smaller notes. Banknote sizes smaller than 115mm can be processed but may cause an increase in the cost. Therefore, it is essential know if this mandatory or why processing the smallest INR would not be sufficient.	<p>The Bundle size is amended as under: -</p> <p>Max Bundle Size – 180 x 80 x 150 mm</p> <p>Min Bundle Size – 120 x 60 x 90 mm</p>
11	<p>Topic – Torque limiters</p> <p>Section VII: Technical Specifications, p76, §1</p> <p>All transfer drives to be equipped with torque limiters to prevent damage beforehand.</p>	<p>Our system uses various technologies to prevent damage to the machine or to avert damage and injury to humans. The system has been certified by various independent bodies to meet the requirement of CE labelling and has approved with the GS mark for “tested safety” and EuroTest® (ET) certificates. The CE labelling is based on the machinery directive 2006/42/EC, with applying the standards EN 1010-1 (safety of machinery), EN 60950-1 (IT equipment safety) EN ISO 13849-1 (safety of machinery) and the EMC directive 2004/180/EC for electromagnetic compatibility (emission and immunity) certified by a notified body.</p> <p>Considering that the above certifications are significant and best in class, we anticipate that the requirement set by BRBNMPL are herewith fulfilled. Please kindly confirm.</p>	The bidders have to meet the minimum specifications as given in the tender. Any equivalent or better system is also acceptable.

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12	<p>Topic – Authentication and Verification of Data</p> <p>Section VII: Technical Specifications, p78, §18</p> <p>The SYSTEM shall support the authentication of electronic reports based on Public Key Infrastructure (PKI) standards.</p>	<p>Is this about assuring Central Bank demand for the quality of banknotes delivered to them, are processed through secured Single Note Inspection system? The Single Note Inspection which is secured via PKI solution against any data or software manipulation. Is our understanding correct?</p>	<p>The goal is to ensure data security. This can be achieved through PKI encryption standard.</p>
13	<p>Topic – FAT</p> <p>Section VIII: Quality Control Requirements, p81</p> <p>FAT for 25 working days</p>	<p>What process, procedure and time line will be adopted to fulfil the FAT? Please kindly share the FAT plan and protocols.</p> <p>We recommend to use proven FAT protocols and would be happy to share such examples.</p>	<p>FAT conditions have been defined in Section VIII of the tender document (p81). Further requirements, shall be discussed with the successful bidder at the time of contract.</p>
14	<p>Topic – Adaptation</p> <p>Section VIII: Quality Control Requirements, p81, §2</p> <p>After FAT but before issue of FAC, adaptation to all other denominations should be demonstrated</p>	<p>What process, procedure and time-line will be applied to demonstrate all denominations and adaptations?</p>	<p>Will be discussed with the successful bidder.</p>
15	<p>Topic – Spare Parts, Wearing Parts and Consumables</p> <p>Section XI: Table C, Price Schedule for Maintenance Spare, p90</p> <p>Price schedule for Maintenance spares (Breakdown and Preventive maintenance spares) for entire life cycle for a period of 10 years</p>	<p>We understand that BRBNMPL would like to have clarity about the cost which will be incurred for operating the machine after installation for a 10-year period. Please provide clarity about BRBNMPL's interpretation of Spare, Maintenance and Breakdown Parts and how usage and the breakdown root cause will be analysed.</p>	<p>Preventive maintenance spares are those spares which are required to be replaced during planned periodic maintenance such as monthly, quarterly, half-yearly, annually etc. as suggested by the OEM for trouble free operation of the machine for the entire life cycle (10 years) excluding consumables like oil, grease, cutting knife etc.</p> <p>Breakdown maintenance spares are those spares which are required to replace the spares which have failed during the operation of the machine in the entire life cycle of the machine due to various reasons</p>

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S No.	Tender clause	Bidders queries	BRBNMPL response
			such wear & tear, ageing, design flaws or due to stress etc.
16	<p>Topic – Spare Parts and Power Consumption non-compliances</p> <p>1. Process and procedure</p> <p>2. Route-cause analysis</p> <p>Section III: SIT, Additional factors for Evaluation of Offers, p34</p> <p>The bidders are required to furnish data in the below given Table 1 (Power consumption) and Table C of Section XI: Price schedule. BRBNMPL will calculate Total Operating cost for all the bidders based on the data provided with respect to Power and Spares consumption in monetary terms by applying discount factor of 8% per year (as per Table A below) starting from the date of FAT till life cycle of the machine (10 years).</p> <p>1. Power consumption cost</p> <p>2. Maintenance spares cost</p>	<p>G+D would like to better understand the procedures how the power consumption will be measured during operation. This may depend and differ according to various factors which can't be influenced by the machine supplier as there are a) Shred Rate b) Temperature of the environment and other factors. Are there standard conditions which shall be taken into consideration?</p> <p>Furthermore, the calculation of Life Cycle Cost only includes the Power Consumption of the equipment and the Maintenance Spares cost. However, in the daily production of such sorting equipment depends in its efficiency on rejecting ONLY those notes which are unfit for circulation (see also p69, §10,11; p72, §i). as the ready notes fed to the system represent the maximum value of production, the margin of false rejects to be included in the calculation of Life Cycle Costs. How is BRBNMPL ensuring that the Life Cycle Costs are minimized by applying the best possible, worldwide proven approaches?</p> <p>We would recommend to request references from many different printers worldwide.</p> <p>For how many shifts, spare parts consumption would be taken into consideration for the cost calculation?</p>	<p>Power Consumption shall be checked by means of Energy Meters and noting down meter readings at the beginning and end of each shift.</p> <p>a. Standard Shred Rate – 30% b. Standard ambient conditions - Temperature 23 ± 2 °C and Humidity of 55 ± 5 RH</p> <p>Life Cycle Cost shall be calculated as per tender conditions.</p> <p>The bidders are advised to quote considering 2 shift operation for 260 days a year for each machine.</p>
17	<p>Topic – Spare Parts, Wearing Parts and Consumables</p> <p>Section III: SIT, Additional factors for Evaluation of Offers, p40, 41</p> <p>Maintenance spares (Breakdown and Preventive maintenance spares) consumption</p>	<p>What do you understand by Maintenance spares? Is this referring to wear parts and consumable only?</p>	<p>Preventive maintenance spares are those spares which are required to be replaced during planned periodic maintenance such as monthly, quarterly, half-yearly, annually etc. as suggested by the OEM for trouble free operation of the machine for the entire life cycle (10 years) excluding</p>

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			<p>consumables like oil, grease, cutting knife etc.</p> <p>Breakdown maintenance spares are those spares which are required to replace the spares which have failed during the operation of the machine in the entire life cycle of the machine due to various reasons such wear & tear, ageing, design flaws or due to stress etc.</p>
18	<p>Topic – Format change</p> <p>Section VII: Technical Specifications, p70, §16</p> <p>Format change from one denomination to another denomination, including all adaptations and size changes within 6 hours with 4 operators.</p>	<p>The change of format includes regularly the change of production. A change of production includes the change / update of an inspection model, thresholds etc.</p> <p>Please confirm that a change in format includes the change to a new production.</p>	<p>Format change is changeover from one denomination to another</p>
19	<p>Topic – Production Speed</p> <p>Section VII: Technical Specifications, A) Sheet Cutting System, p71, §10</p> <p>Production speed of the cutting system (minimum speed @ 80 packets/min) should commensurate with the speed of multiple single note inspection system/s included in the offer to ensure a minimum throughput of 3 million banknote/shift of the integrated system as a whole.</p>	<p>The nominal production speed needs to be evaluated on the basis of the acceptance conditions (p81, §VIII). According to the math set for the actual nominal production, speed of the equipment shall be 475,000 notes/hr. Please confirm that this understanding is correct.</p>	<p>Throughput should be 3 million banknotes / shift of the integrated system irrespective number of Ups in a sheet</p>
20	<p>Topic – Cut Feedback System</p> <p>Section VII: Technical Specifications, A) Sheet Cutting System, p71, §15</p> <p>The sheet cutting unit should preferably form a ‘closed loop system’ with the inspection unit so that the sheet cutting unit can auto-correct</p>	<p>The advantage of such a system needs to be evaluated in the normalization table. Please confirm that this understanding is correct.</p> <p>With the demand in productivity and the correlated risk of loss of good notes, such a feedback system should be mandatory. This feature brings cost effectiveness for</p>	<p>Tender conditions cannot be changed. This is only a preferable/desirable feature which the bidder can quote additionally / optionally if he has such a proven system.</p> <p>Life Cycle Cost shall be calculated as per tender conditions.</p>

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	itself on receipt of feedback regarding rejections due to wrong cut. The bidders may quote for such a system optionally if they have such a proven system in their portfolio.	BRBNMPL as it has a direct impact on reject rate. In the interest of BRBNMPL and stable production with accurate reject decisions, G+D recommends to include this feature not as an optional feature but as mandatory.	
21	<p>Topic – Qualification, Experience and Past Performance</p> <p>Section IX: Qualification/Eligibility Criteria, p82</p> <p>The bidder firm should have manufactured, supplied, installed and commissioned at least one Integrated Sheet Cutting and Single Note Inspection & Packing System during the last five years.</p> <p>The bidder firm shall submit the credentials regarding experience and past performance to the extent required as per the eligibility criteria.</p>	<p>The past performance relates to the entire scope of processes to be performed. In the General Specifications (p69), reference is made to a wide variety of substrates (p69, §11; The system should be capable of handling notes printed on CWB paper as well as on Plastic/Polymer/Composite substrate; p70, §20a). The bidder has to provide references for all materials mentioned in the definition and to provide that this is used and working in daily production in various countries today. Please confirm that our understanding is correct.</p> <p>Is this our understanding correct that the reference of the installation should be in an independent Central Bank / Printworks and not within the manufacturer itself.</p>	<p>Tender conditions shall prevail.</p> <p>Experience should be from 3rd parties.</p>
22	<p>Topic – Spare Parts, Wearing Parts and Consumables</p> <p>Section XI: Price Schedule, Note for Table C, p90, §c</p> <p>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.</p>	<p>From your tender document, we understand that the prices of the spare parts are calculated and maintained fixed for 10 years. We recommend that in order to decrease the inflation and currency exchange risk added value of the spare parts, the table attached to calculate inflation and the exchange rate should be used.</p>	<p>Tender conditions shall prevail</p>
23	<p>Topic – Spare Parts, Wearing Parts and Consumables</p> <p>Section XI: Price Schedule, Note for Table C, p90, §c</p>	<p>Various of the spare parts are of very high value and we would like to suggest that in order to save costs, the spares can also be repaired. This should be based on a case by case decision. Please confirm.</p>	<p>Tender conditions shall prevail</p> <p>The defective part which is repairable and against which replacement part is available in stock, can be sent for repair.</p>

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	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.		
24	<p>Topic – Performance evaluation</p> <p>Section VII: Technical Specifications, p69, §1</p> <p>The system should be capable of cutting, inspecting both sides (front and reverse) of the numbered notes and packing them as per the requirement @ 3 Million Banknotes / Shift at least (1 shift comprises 9 hours out of which 7 hours is the machine running time and 2 hours is the machine preparation and shift end accounting time).</p>	<p>What will be the effective processing time for SNI?</p> <p>We understood that out of 9 hrs per shift operation, 2 hrs are considered for machine preparation and shift end time. Any time needed for small interruptions (like jams etc.) will be counted within these two hrs. allocated for machine preparation and shift end time. Please confirm if G+D's understanding is correct.</p>	Your understanding is correct.
25	<p>Topic – Production System</p> <p>Section VII: Technical Specifications, p71, §12</p> <p>A) Sheet cutting system</p> <p>System should be capable of cutting sheets:</p> <p>a. Column : 4 to 6 Columns</p> <p>b. Row : 7 to 10 Rows</p> <p>c. Sheet Matrix : 28 to 60 ups</p>	<p>The nominal production speed needs to be evaluated on the basis of the acceptance conditions. (p81, §VIII). According to the math set forth, the actual nominal production speed of the equipment shall be 475'000 notes/hr. This speed is only realistic if a 60 notes layout is used. In case of the cited 28 notes, the system must perform the double number of empty cuts for the margins of the sheets. Thus the production speed (p71, §12) applies only with a minimum of 40 notes per sheet. Please confirm that this understanding is correct.</p>	<p>Sheet Matrix shall be amended as follows:</p> <p>Sheet Matrix : 40 to 60 ups</p>
26	<p>Topic – Production System</p> <p>Section VII: Technical Specifications, p71, §5</p> <p>A) Sheet cutting system</p> <p>Format change including size change should be effected within 6 hours with 4 operators.</p>	<p>Pls. confirm that the change of format/change of production in meant to be the setting of the complete system to denomination already defined and configured in the system. In our understanding the given time-line shall not cover any new denomination /adaptation.</p>	<p>Format change is changeover from one denomination to another for which adaptation is already available.</p>
27	Topic – Repeatability	Single Note Inspection System used in one cell for the processing of 3 Mil Banknotes / shift should be able to	Repeatability @ 95% shall have to be proven at the time of pre-shipment inspection between different inspection

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	Sorting accuracy among Single Note Inspection System.	achieve repeatability rate not less than 97% by comparing all sorting machine in one cell. In the interest of minimizing false rate, we would recommend to include benchmark of repeatability for the alignment of each cell.	modules/channel. Procedure will be discussed with the successful bidder.
28	Topic – Production Speed Section VII: Technical Specifications, p70, §20b To handle a block (100 Full size sheets) thickness of max 15 mm	Please confirm that the size of the block (number of layers) is at the discretion of the supplier, given that the tolerances for cutting and the overall functionality is guaranteed.	As per present practice, the Block size is 100 sheets per Block.
29	Topic – Delivery Section VI: List of Requirements, p68, §i Required Delivery Schedule	Negotiation phase rationally triggers calculation of delivery time-line from date of contract instead of date of issuing Letter of Intent. Kindly consider this change.	Deliver time will be as per tender condition.
30	Topic – Breakdown parts Section III: Special Instructions to Tenderers (SIT), p40 Maintenance spares (Preventive and breakdown maintenance spares) consumption	Due to the lack of transparency which List of unforeseen Breakdown parts may carry, G+D recommend to consider instead budgetary forecast to cover this item.	As per point no. 5
31	Topic – Production speed Section VII: Technical Specifications, p71, §10 A) Sheet cutting system Production speed of the cutting system (minimum speed @ 80 packets/min)	Please confirm that the cutting capacity, packets / min. is at the discretion of the supplier given that the overall capacity of the complete system is guaranteed (3 Mil banknotes / Shift)	Throughput should be 3 million banknotes / shift of the integrated system irrespective number of Ups in a sheet
32	Topic – Sheet Size Section VII: Technical Specifications, p71, §11	Minimum sheet size 400 x 500 mm is not used in the Indian production today. Please consider a specification of minimum sheet size 450 x 470 which covers all known RBI layouts and is today's industry standard.	The minimum sheet size is amended as under: - Minimum sheet size - 450 x 500 mm

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

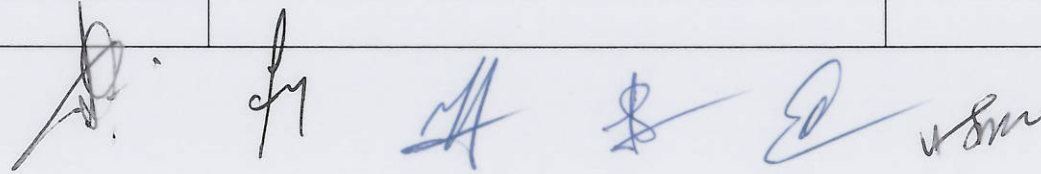
S No.	Tender clause	Bidders queries	BRBNMPL response
	Minimum sheet size 400 x 500 mm		
33	<p>Topic – Compressed Air</p> <p>Section VII: Technical Specifications, p70, §17</p> <p>Compressed air is available at 7 Kg/cm²</p>	<p>G+D recommend BRB to adhere to Compressed air specification values as mentioned below:</p> <ul style="list-style-type: none"> • Volume flow in accordance with DIN 1945-1 • Minimum flow of 25 Nm³/h • Classification of the compressed air in accordance with ISO 8573-1 • Class 2 max. particle size 1 µ m • Class 2 max. particle density 1 mg/m³ • Class 4 pressure dew point +3 °C • Class 1 oil content 0.01 mg/m³ 	If it is an essential requirement of the machine, then the bidder may supply in-built air compressor along with the machine.
34	<p>Topic – Banding</p> <p>Section VII: Technical Specifications, p76, §d</p> <p>The system should deliver notes in packets of 100 fit notes in banded form. The banding position should be off center and adjustable. The banking system should accept paper / plastic band of 20-30 mm width.</p>	G+D would like to stay with the proven process and procedure for banding of 100 fit banknotes as with BPS 2000. Please confirm if our understanding is correct.	Acceptable
35	<p>Topic – Note size / Bundle size</p> <p>Section VII: Technical Specifications, p70, §22 a, b</p> <p>System shall be suitable to handle Bundle size of Max. (mm L x W x H): 180 x 90 x 150 mm and Min. (mm L x W x H): 105 x 56 x 90 mm.</p> <p>Section VII: Technical Specifications, p76, §h</p> <p>Should be suitable to handle banknote with dimensions: -</p> <ol style="list-style-type: none"> Length: 120 mm to 180 mm Width: 60 mm to 80 mm 	Dimensions reflected on Page No. 70 and Page No. 76 conflicting with each-other. In our understanding the dimensions should be 120 x 60 x 90. Pls. confirm if our understanding is correct.	<p>The Bundle size is amended as under: -</p> <p>Max Bundle Size – 180 x 80 x 150 mm</p> <p>Min Bundle Size – 120 x 60 x 90 mm</p>

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
36	<p>Topic – Double Notes</p> <p>Section VII: Technical Specifications, p76, §k iv</p> <p>Quantities of double notes – per shift and per day.</p>	Pls. briefly specify the details	Number of times double notes were detected should be saved in database.
37	<p>Topic – Creasing</p> <p>Section VII: Technical Specifications, p72, §h</p> <p>It should be capable of examining all standard printing defects of Offset, Intaglio and Numbering on both sides of the notes. The system should check note dimensions and presence of water mark and security thread. The typical printing defects to be detected are set off, colour variation, ink smudges, wiping mark, puncture, design break, mis-registration, no print, corner fold, tears and creasing, less inking in numbering, double impression, number jump, no numbering, wrong numbering or any other defect found when compared to approved reference standard.</p>	Please specify the parameter of creasing defect.	Creasing is overlapping of paper
38	<p>Topic – Packing System</p> <p>Section VII: Technical Specifications, p76, §d</p> <p>The system should deliver notes in packets of 100 fit notes in banded form. The banding position should be off center and adjustable. The banking system should accept paper / plastic band of 20-30 mm width.</p>	Do BRBNMPL accept the band width of 40mm ± 0.2mm currently used with BPS 2000?	Tender conditions shall prevail
39	<p>Topic – Packing System</p> <p>Section VII: Technical Specifications, p76, §e</p>	Do BRB accept the band width of 88mm ± 1 mm currently used with BPS2000?	Tender conditions shall prevail

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	The final output in bundle of 1000 notes (10 banded packets either alternate packets rotated 180° or two 5 packets banded and rotated), so that all the packet bands (100 notes) are visible. Banding is by paper/ plastic of 30-50mm width.		

A series of handwritten signatures in blue ink, likely representing the bidders, are written below the table. There are approximately seven distinct signatures.

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
<u>Queries submitted by M/s BIS LLC, Russia</u>			
1	Section VII: Technical Specifications Page 69 3. Bidders can integrate multiple single note inspection modules with each cutting system. However, maximum machine footprint should be within 260 m ² .	What is meant by "maximum machine footprint": area under the machine only, area of the rectangle circumscribing the machine (with cabinets or without), or area of the site?	Maximum area (rectangle) of the system including cabinets should not exceed 260 m ²
2	Section VII: Technical Specifications Page 69 8. In case of multiple modules for inspection and packing being offered, bidder shall ensure that adequate working space is provided in between the modules to ensure ergonomics.	What is meant by "adequate working space is provided in between the modules to ensure ergonomics": does any Indian standard or at least a wish exist?	Working space between Modules should be sufficient enough to allow the operators and maintenance crew to work comfortably.
3	Section VII: Technical Specifications Page 69 13. The system should have provision for installation of at least 3 additional (3 rd party) detectors/sensors for checking certain security features incorporated in the banknotes such as paper taggant (e.g. M-Feature) etc. in addition to detectors/sensors required for checking regular security features. Interfacing with the system shall be the responsibility of the prime bidder. 14. The specific security feature detector/sensor like M-Feature in the Banknotes currently under production, shall be provided by BRBNMPL. The successful bidder should ensure proper interfacing and functioning for delivering the desired results.	Are requirements to installation of all detectors as to installation of M-Feature detectors?	Will be discussed with the successful bidder
4	Section VII: Technical Specifications Page 76 h. System shall be suitable to handle Bundle size of Max. (mm L x W x H): 180 x 90 x 150	"System shall be suitable to handle Bundle size of Max. (mm L x W x H): 180 x 90 x 150 mm and Min. (mm L x W x H): 105 x 56 x 90 mm", but maximum required L x W size of banknotes (as mentioned in Section VII	The Bundle size is amended as under: - Max Bundle Size – 180 x 80 x 150 mm Min Bundle Size – 120 x 60 x 90 mm

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

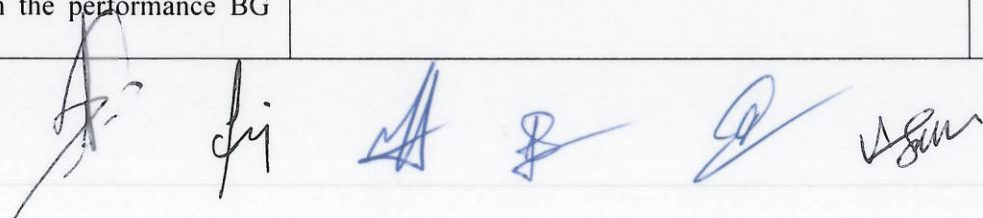
S No.	Tender clause	Bidders queries	BRBNMPL response
	mm and Min. (mm L x W x H): 105 x 56 x 90 mm.	— Technical Specification, Page No. 70, Serial No. 22) is different. What is correct?	
5	Section VII: Technical Specifications Page 76 2) Pre-shipment Inspection Authority No separate pre-shipment inspection of Sheet Cutting System and Single Note Inspection System at the premises of respective manufacturers shall be carried out	Sheet Cutting & System and Single Note Inspection System are manufactured in different places: <ul style="list-style-type: none"> • Single Note Inspection System — in Yekaterinburg, Russia, by BIS LLC; • Sheet Cutting & Packing System - by UNO SEISAKUSHO CO., LTD, in Tabata, Samukawa, Koza District, Kanagawa Prefecture 253-0114, Japan. To have the complete system by Integrating the Cutting with Inspection will attract Customs duty in Russia. Then, Is it possible to permit separate pre-shipment inspection of Sheet Cutting System and Single Note Inspection System at the premises of respective manufacturers?	Pre-shipment inspection will be conducted separately at the premises of respective manufacturer. It is the responsibility of the Prime bidder to integrate the system at the purchaser's site.
6	Section IX: Qualification/Eligibility Criteria Page 82 3. Financial Standing Average Annual Turnover of the Bidder firm during last three years should be more than INR 90 Crores.	We kindly request to change the Average Annual Turnover of the Bidder firm during last three years to "more than 3 Million euro". Our request is due to the specific nature of the BIS LLC projects portfolio. They are long-term projects, which will be completed in 2019-2020. Your kind consideration will enable us to participate in the Tender and M/S BRB can have a competitive offer for the requirement.	Tender conditions shall prevail
7	Section VIII: Quality Control Requirements Page 81 2. After FAT but before issue of FAC, adaptation to all other denominations should be demonstrated. Section VI: List of Requirements Page 68 Each machine shall be installed, tested and commissioned and final acceptance test to be carried out including issue of Final	We kindly request to confirm that during installation and commissioning, material for adaptation to all other denominations will be made available in sufficient quantities. Please specify how adaptation to a denomination is supposed to be demonstrated.	FAT conditions have been defined in Section VIII of the tender document (p81). Further requirements, shall be discussed with the successful bidder at the time of contract. BRBNMPL will provide sufficient quantities of sheets of various denominations for adaptation.

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	Acceptance Certificate by respective presses, within 90 days from date of receipt of item at respective site		
8	<p>Section III: Special Instructions to Tenderers (SIT) Page 36 BANK GUARANTEES TO BE SUBMITTED BY THE BIDDERS</p> <p>1. Bidder has to submit two bank guarantees</p> <p>a. Performance Bank Guarantee: Bidder has to submit a performance bank guarantee of 10% of the total CIF value of all 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.</p> <p>b. Additional Bank Guarantee: Bidder has to submit additional bank guarantee of 10% of the machine spare cost (10 years' spares as given in the Table C of Price schedule) for a period of 10 years for each machine which is renewable / new BG every year.</p> <p>2. This performance BG is surety to prove the performance of all the machine's parameters & operational efficiency as claimed by the bidders during its entire life cycle of the machines (10 years) as per the prevailing production of Indian banknotes.</p> <p>3. If any machine parameters (as per Section VII: Technical specification) are not proved by the bidder during FAT, performance BG will be invoked and purchaser may reject the machine consequently requiring the supplier to repay the total money paid for the machine</p>	<p>The normalization parameters are too complex for us to understand. Unfortunately, it is difficult to forecast the rate of failures of spare parts over a period of ten years. The conditions of the Performance Bank Guarantee as per current "Section III: Special Instructions to Tenderers (SIT)" will substantively increase the price of our proposal.</p> <p>Please consider reverting to a standard Performance Bank Guarantee for 1 year.</p>	Tender conditions shall prevail

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	<p>within 3 months of such rejection. In such situation, purchaser reserves the right to place order on L2.</p> <p>4. If the Power consumption is more than the claims made by the bidder during entire life cycle of the machine (10 years), then the proportionate amount for excess power consumption has to be reimbursed by the bidders on assessment of machine performance at the end of one-year performance to BRBNMPL and necessary action to be taken to identify and rectification of the problem (which is in the scope of the bidder) for such excess consumption. Otherwise, the same amount will be deducted from the performance BG submitted and if the compensation amount is more than the BG amount, the bidder has to make the payment within 3 months from the date of notifying the compensation claim.</p> <p>5. If any spare parts fail (other than the spares parts list submitted for both breakdown and preventive maintenance) under normal operating condition as per prevailing practice at our BRBNMPL presses, then the same has to be supplied by the bidder at free of cost during its entire life cycle (10 years). If the spares are not supplied, then 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.</p>		



PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
9	Section VII: Technical Specifications Page 70 The sheet cutting system should have a minimum cutting speed of 80 packets/min and should be capable of ensuring minimum guaranteed throughput of 3 million Banknotes / shift of the integrated system as a whole.	The sheet cutting system should have a minimum cutting speed of 75 packets/min and should be capable of ensuring minimum guaranteed throughput of 2,7 million Banknotes / shift of the integrated system as a whole.	Throughput should be 3 million banknotes / shift of the integrated system irrespective number of Ups in a sheet
10	Section VIII: Quality Control Requirements Page 81 9. Minimum guaranteed Production - (NPT x MPS) x 90% Not less than 3 million Banknotes/shift	Please consider amending the FAT CONDITION «Minimum guaranteed Production» as follows: «(NPT x MPS) x ____ % Not less than ____ million Banknotes/shift» because the Minimum guaranteed Production value for the cutting and packing system is foreseen at 90%, and for the inspection system — at 97%, while multiplying them by each other yields a value of 87% for the integrated system.	Throughput should be 3 million banknotes / shift of the integrated system irrespective number of Ups in a sheet

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
<u>Queries submitted by M/s CPS, UK</u>			
1	Page 22, Section 22.2.1 Payment terms	As this is an enormous project which require significant investment, we request BRBNMPL to have an option of advance payment of 20%, supported by an advance payment guarantee.	Advance payment is not acceptable. Payment shall be as per tender terms and conditions.
2	Page 81, Section VIII FAT conditions – High Capacity Sheet Cutting System combined with MULTIPLE Single Note Inspection Systems	The integrated solution such as this can be used for at least 8 to 8.5 hours in an 9 hour shift without any issue. Therefore, we request BRBNMPL considers running these machines at least for 8 hours in each shift and evaluates the throughput for this tender accordingly i.e. systems are capable of processing 3 million banknotes in 8-hours instead of 7 hours per shift.	Throughput should be 3 million banknotes / shift of the integrated system irrespective number of Ups in a sheet
3	Page 82, Section IX Pre-Qualifying Eligibility Criteria The bidder firm should have manufactured, supplied, installed and commissioned at least one Integrated Sheet Cutting and Single Note Inspection & Packing System during the last five years.	Typically, these systems are procured separately and integrated in on-site so there would be few examples of the supply of integrated systems under single contracts to SNIM manufacturers. We assume that the BRBNMPL will consider systems supplied, installed and commissioned under separate contracts but well integrated and running successfully.	The Bidder should have successfully integrated a Sheet Cutting System with one Single Note Inspection System during last five years. The bidder has to submit a certificate from the customer to that effect.
4	Page 70, Section 17b The power supply is 3 phase 3 wire system, voltage of 415 \pm 5%, 50 Hz \pm 5%, shall be provided at a single point only.	Kindly clarify on responsibility, cost and planning of the power distribution to the various machines that require 415v? SNIM, HCF, IPS, Wrapper, 8F...	As specified, the power supply shall be provided at a single point only for each machine. Thereafter, it is the responsibility of the supplier to distribute power.
5	Page 73, Section 5 & 14b Inspection of cutting of notes vis-à-vis reference image: • Inspection of Image of banknote vis-à-vis reference image under UV light	We would like BRBNMPL to elaborate on what features are they are expecting to inspect i.e. invisible UV print ?	Tender condition shall prevail

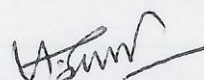
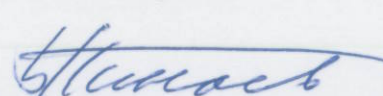
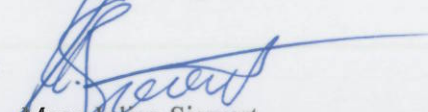
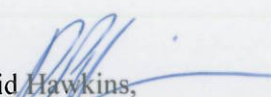
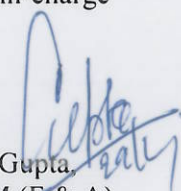

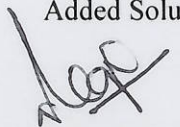
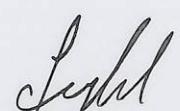

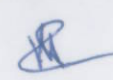
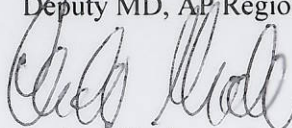

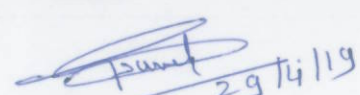


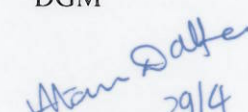
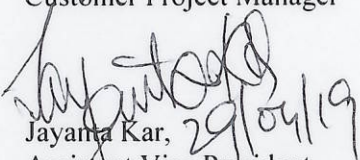

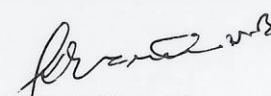
PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF "HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS" HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	<ul style="list-style-type: none"> UV luminescence Scanner for reading and analysis of monochrome image of a banknote in the UV spectrum from both sides, one scanner per each side 		
6	<p>Page 73/74, Section 15, 5th bullet point</p> <p>Inspection Parameters:</p> <p>The SYSTEM must support a sensor test mode for processing defined fit and/or unfit banknotes without being counted and recorded for the active input unit. This mode must allow checking the repeatability of inspection results and/or calibrate the sensors based on defined test decks.</p>	We would like BRBNMPL to share the composition of the test deck or else we hope same will be shared.	BRBNMPL will share the composition of test decks for 3 rd party sensors.
7	<p>Page 6</p> <p>Last date of receipt of tender 7th May 2019</p>	We request BRBNMPL to give at least 4-6 weeks to bidders to prepare response to RFP post receipt of response to pre-bid queries.	The last date for submission of tender document is extended till 04/06/2019
8	<p>Page 80, Point 2</p> <p>Pre-shipment Inspection Authority: At BRBNMPL's discretion, a team of BRBNMPL officers may conduct pre-shipment inspection of the integrated system at the designated premises of the successful bidder or issue inspection waiver certificate at its discretion. The bidder shall confirm its readiness to operate the integrated system for such inspection and BRBNMPL if desires to inspect, shall dispatch the inspection team to manufacturer's site within thirty (30) days of receipt of such confirmation or intimate the waiver. No separate pre-shipment inspection of Sheet Cutting System and Single Note</p>	The Manufacturer of both the systems are in different countries and it is not feasible logistically to bring both the systems at one place and integrate for pre-ship inspection. Space constrain in factories will make it practically impossible to integrate for pre-shipment inspection. We suggest to amend this clause so that separate pre shipment inspection can be carried out for both the systems with the written confirmation from suppliers that same will be integrated at site.	Pre-shipment inspection will be conducted separately at the premises of respective manufacturer. It is the responsibility of the Prime bidder to integrate the system at the purchaser's site.

PRE-BID MEETING IN CONNECTION WITH TENDER FOR PURCHASE OF 2 NUMBERS OF “HIGH CAPACITY SHEET CUTTING SYSTEM COMBINED WITH MULTIPLE SINGLE NOTE INSPECTION SYSTEMS” HELD AT CORPORATE OFFICE OF BRBNMPL ON 29TH APRIL 2019

S No.	Tender clause	Bidders queries	BRBNMPL response
	Inspection System at the premises of respective manufacturers shall be carried out.		
9	General	Since BRBNMPL is embarking on a new policy of 100% inspection, we suggest that BRBNMPL consider splitting the award across the 2 sites between two Suppliers. This will enable BRBNMPL to successfully benchmark the success criteria and define KPIs such as quality inspection and rejection etc. for future projects, otherwise all the KPIs will be based on one supplier's performance which may or may not be representative: the cost of slight variations on these KPIs can have a huge impact on the overall cost for BRBNMPL.	Tender conditions shall prevail
10	Page 76, Section D, j j. Packets shall be suitable for shrink wrapping with the film described below: i. LDPE (Low Density Polyethylene film), centrally folded. ii. Thickness: 50 - 80 micron.	Industry standard is to use shrink wrapper with films no thicker than 25 microns to reduce Plastic usage. We request BRBNMPL to allow the solution which can offer shrink wrapping with lower plastic usage so range should be changed to 15-40 mm	Minimum thickness of plastic carry bags has been fixed at 50 microns as per Plastic Waste Management Rules, 2016 notified by Ministry of Environment, Forest and Climate Change, GoI.
11	Page 76, Section D, d The system should deliver notes in packets of 100 fit notes in banded form. The banding position should be off center and adjustable. The banking system should accept paper / plastic band of 20-30 mm width.	The standard on the single note inspection systems supplied globally is 40 mm width for the strapper so the range should be extended from 20-40mm.	Tender conditions shall prevail
12	General RFP is for Design, Manufacturing, Testing, Supply, Installation, Commissioning, Training and Performance Testing of 02 numbers of “High Capacity Sheet Cutting System combined with Multiple Single Note Inspection Systems”	We would appreciate if BRBNMPL can share the reason for planning to procure the integrated instead of SNIM and cutting systems separately when both are major equipment and manufactured by completely different suppliers and can be integrated in field. We would also like BRBNMPL to confirm on who will provide warranty Support for the systems. Will it be OEM or supplier of the integrated system?	Warranty support has to be provided by the Prime bidder.

Representatives present during pre-bid meeting held on 29th April 2019 at Corporate Office, BRBNMPL, Bangalore

SI No.	BRBNMPL (Shri) Name and designation	M/s BIS Name and designation	M/s G&D Name and designation	M/s CPS Name and designation
1	 H S Thakurdesai GM-in-charge	 Boris Pinaev, Lead Specialist	 Marc Julian Siewert, Global VP & Head of Value Added Solutions and Services	 David Hawkins, Head of Technical
2	 K R Gupta, DGM (F & A)	 Pavel Naumov, Dept. Head Mechanics	 Gopi Natrajan, Deputy MD, AP Region	 Neeraj Sood, Regional Director, S&SEA
3	 R Natarajan, DGM	 Rajiv Pasari, ASVA	 Ludger Macke, Product Manager	 Shyam Balakrishnan, Head of Sales, SA
4	 S M Pawale, DGM		 Santosh Kumar, Customer Project Manager	 Suveer Jain, Regional Sales Manager
5	 Atanu Datta, AGM		 Jayanta Kar, Assistant Vice President	 Anand Chinnaswamy, MD, Lucid Imaging
6				 Nimesh Kharecha, Project Leader, Lucid Imaging