



Date: 12.11.2020

**Clarifications/Amendments to the Pre-Bid Queries Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020 - Request for Proposal for Supply, Installation, Commissioning and Maintenance of 6 Nos. of 100 KVA UPS for Corporate Office, Chennai and Head Office, Chennai.**

**GENERAL QUERIES**

S.No	RFP Clause	Query Raised	Clarification/Amendment
1.	<p><b>Page No. 9- Point No.11- Performance Guarantee</b></p> <p>Within 15 days of Purchase order from the Bank, the successful bidder shall furnish performance security equivalent to 5% of the contract amount in the form of a Bank Guarantee, valid for 75 months with further one-month claim period, from the date of bank guarantee, in accordance with the Conditions of Contract</p> <p>Performance security submitted by the successful Bidder shall be invoked by the Bank as compensation for any loss resulting from the successful bidder's failure to complete its obligations under the contract.</p>	<p>PBG – Should be of same period as per warranty of UPS + Batteries, i.e. 36 months not 75 months</p>	<p><b><u>Amendments</u></b></p> <p>Within 15 days of Purchase order from the Bank, the successful bidder shall furnish performance security equivalent to <b>10%</b> of the contract amount in the form of a Bank Guarantee, valid for 75 months with further one-month claim period, from the date of bank guarantee, in accordance with the Conditions of Contract</p> <p>Performance security submitted by the successful Bidder shall be invoked by the Bank as compensation for any loss resulting from the successful bidder's failure to complete its obligations under the contract.</p>





**CO: Information Technology Department**

**Date: 12.11.2020**

<p>2.</p>	<p><b>Page No. 8- Eligibility Criteria, Point No. a)</b></p> <p>The Bidder should be a public limited/private limited company &amp; manufacturer of UPS and should be in existence in India for the last 5 years as on 31.03.2020.</p>	<ol style="list-style-type: none"> <li>1. We are System Integrator and have SITC UPS in bulk quantities in various projects. Can you edit as SI can participate.</li> <li>2. We would like to participate through our authorized partner but tender asked manufacturer to quote. Please confirm if authorized partner with manufacture authorization certificate can participate for the tender.</li> <li>3. we will not participate directly in the tender, but will involve one of our Business Partner to bid for this tender with our Manufacturers authorization form. For the below mentioned eligibility criteria can we Produce related certificate as supporting documents on behalf of our Business Partner. Please confirm.</li> </ol>	<p>Please Adhere to Tender Terms. Only Manufactures of UPS can participate in the tender.</p>
<p>3.</p>	<p><b>Page No. 8- Eligibility Criteria, Point No. e)</b></p>	<ol style="list-style-type: none"> <li>1. We have supplied UPS and installed also in a</li> </ol>	<p><b><u>Amendments</u></b></p>

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





**CO: Information Technology Department**

**Date: 12.11.2020**

	<p>The bidder should have supplied 3 Phase Input and 3 Phase Output UPS to Banks / Financial Institutions / Government Organizations/ Leading Corporates in India, worth of minimum Rs.1 Crore or above in a single purchase order in any of the last three financial years (2017-18, 2018-19, 2019-20).</p>	<p>single order along with other items like in Data centre. – can we put that order or need a single order of 1cr for UPS only.</p> <p>2. Sir can we give as submitted document as proof by cumulated Po copies worth 1 CR. under last 3 financial yr. Kindly consider Change the clause in single PO. Since higher KVA client issue as single ups value PO</p> <p>3. In India as a growing country, in a year at least 10+ massive projects are happening and a top brand will have at least a 30% conversion ratio with them and thus the value of the same can be 10 at least and the proposed value of 1 is very low. We are having 25+ supplies.</p>	<p>The bidder should have supplied 3 Phase Input and 3 Phase Output UPS to Banks / Financial Institutions / Government Organizations/ Leading Corporates in India, worth of minimum Rs.1 Crore or above, <b>including cost of batteries</b>, in a single purchase order in any of the last three financial years (2017-18, 2018-19, 2019-20).</p>
<p>4.</p>	<p>-</p>	<p>As per the RFQ EMD &amp; RFP Cost Exemption for MSME Certified Company .pls confirm</p>	<p>Please refer Page No.8, Point No.7 of the RFP for details.</p>

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





**CO: Information Technology Department**

**Date: 12.11.2020**

5.	-	Kindly reduce the Retention 5% with validity .	Please refer amendment No.6
6.	<p><b>Page No. 11, Point No 19- Terms of Payment</b></p> <p><b>(i) On Delivery:</b> Eighty (80)% of the Purchase Order price of the delivered goods shall be paid within 15 days on submission of Invoice copy and proof of delivery duly counter signed by the Bank's representative, Original/Copy of Transit Insurance Policy &amp; Original of Storage cum erection policy.</p> <p><b>(ii) On Installation:</b> Fifteen (15) % of the Purchase Order price of Goods received shall be paid upon installation/configuration of hardware within 15 days on submission of Installation Certificate duly counter signed by the Bank's representative.</p> <p>The remaining 5% of the Purchase Order amount will be kept by the Bank as retention money, during the warranty and AMC period for UPS (6 years) and the same will be released after the warranty &amp; AMC period for UPS (6 years) after deduction of</p>	<p>As per the tender, in payment term is 5% is retention amount which will be held for 6 year. Is it possible to give the PBG of same amount and the payment can be made against PBG.</p>	<p><b>Amendments</b></p> <p><b>(i) On Delivery:</b> Eighty (80)% of the Purchase Order price of the delivered goods shall be paid within 15 days on submission of Invoice copy and proof of delivery duly counter signed by the Bank's representative, Original/Copy of Transit Insurance Policy &amp; Original of Storage cum erection policy.</p> <p><b>(ii) On Installation: Twenty (20) %</b> of the Purchase Order price of Goods received shall be paid upon installation/configuration of hardware within 15 days on submission of Installation Certificate duly counter signed by the Bank's representative.</p> <p>Payment may be released, if the systems could not be installed within 3 months from the date of delivery, due to reasons attributed to Purchaser i.e. (Indian Bank) on production of Site Not Ready Certificate signed by officer of Corporate Office. In such cases, the supplier has to install the systems as and when required by the Bank, free of cost.</p> <p>If Original/Copy of Transit Insurance Policy &amp; Original of Storage cum erection policy is not submitted, payment will be made only after 3 months from the date of delivery, after deducting the penalty amount as stipulated in clause 21.</p>

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





**CO: Information Technology Department**

**Date: 12.11.2020**

	<p>penalty if any, as per the "Penalty for downtime" stipulated.</p> <p>Payment may be released, if the systems could not be installed within 3 months from the date of delivery, due to reasons attributed to Purchaser i.e. (Indian Bank) on production of Site Not Ready Certificate signed by officer of Corporate Office. In such cases, the supplier has to install the systems as and when required by the Bank, free of cost.</p> <p>If Original/Copy of Transit Insurance Policy &amp; Original of Storage cum erection policy is not submitted, payment will be made only after 3 months from the date of delivery, after deducting the penalty amount as stipulated in clause 21.</p> <p>AMC payment of the respective years will be released annually in advance on submission of invoice &amp; request letter.</p>		<p>AMC payment of the respective years will be released <b>Half Yearly in arrears</b> on submission of invoice &amp; request letter.</p>
<p>7.</p>	<p><b>Page No. 8- Eligibility Criteria, Point No. d)</b></p> <p>The Bidder should have supplied</p>	<p>1. The Bidder should have supplied minimum of 5 UPS of own make (80 KVA &amp; above) cumulative in</p>	<p>Please Adhere to Tender Terms.</p>

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





**CO: Information Technology Department**

**Date: 12.11.2020**

	<p>minimum of 5 UPS of own make (80 KVA &amp; above) cumulative in last three financial years (2017-18, 2018-19, 2019-20) to Banks / Financial Institutions / Government Organizations/ Leading Corporates in India.</p>	<p>last three financial years -last 5yrs (2015-2020) Banks / Financial Institutions / Government Organizations/ Leading Corporates /Hospitals can consider in India.</p> <p>2. The UPS industries major production and supplies on online UPS itself is 3Phase and the proposed value of 5 is also comparatively very low and it should be minimum 1000+. We are having 1700+ supplies.</p>	
8.	<p><b>Page No. 8- Eligibility Criteria, Point No. b)</b></p> <p>The Bidder should be having net profit in each of the three financial years (2017-18, 2018-19, 2019-20).</p>	<p>The Bidder should be having net profit or positive net worth in each of the three financial years (2017-18, 2018-19, 2019-20).</p> <p>As you are aware the financial capabilities of a company can be measured on the networth basis and thus the above requested change can be considerable.</p>	<p><b>Amendments</b></p> <p>The Bidder should be having net profit or <b>positive net worth</b> in each of the three financial years (2017-18, 2018-19, 2019-20).</p>
9.	<p><b>Page No. 8- Eligibility Criteria, Point No. c)</b></p> <p>The annual turnover should be</p>	<p>The top Ten brands in India having a turnover of 100+ Cr and the proposed tender clause is comparatively very low. ours will be 300Cr+. As per the new</p>	<p>Please Adhere to Tender Terms.</p>

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





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	Rs.4.50 crores or above in each of the three financial years (2017-18, 2018-19, 2019-20).	MSME definition issued under notification number S.O.1702 (E), dated the 1st June, 2020, the limit of medium unit itself was increased to Rs.250 Crore of turnover.	
10.	-	<p>Request for adding additional eligibility clauses:</p> <ul style="list-style-type: none"> <li>• OEM Should have a 30+ years of experience in the manufacturing of this product in India.</li> <li>• OEM Should have at least 100+ more than 1MW of satisfied customers with their products and solutions.</li> <li>• Country of Origin of the Product should be India and a "Made in India" product.</li> <li>• OEM Should have DSIR Approved R&amp;D Centre</li> <li>• OEM Must have IVR based Call Centre and mobile application to enable for making 24/7 Complaint Call registrations.</li> <li>• OEM Should have eFSR (Electronic Field Service Report) facility to get the</li> </ul>	Please Adhere to Tender Terms.

Clarifications/Amendments (General Queries)

Ref: CO/ITD/1387/R1/2020-21 dated 28.10.2020

Indian Bank





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		<p>reports immediately after complaint call closures. To reduce the usage of papers.</p> <ul style="list-style-type: none"> <li>OEM Must have 50,000 + Installation of their products and solution across Tamilnadu and ensure the minimum of 50+ engineers presence. So that the availability at a ratio of 1000 Machine per engineer with accountability &amp; ownership to get 24/7 uninterrupted support.</li> </ul>									
<p>11.</p>	<p><b>New Clause</b></p>	<p>-</p>	<p><b>Buy Back Option</b></p> <p>The successful bidder has to take the existing UPS and Batteries available at Corporate Office under Buy Back Option.</p> <p>Details of Existing UPS and Batteries are mentioned as below:</p> <table border="1" data-bbox="1199 1057 1864 1252"> <thead> <tr> <th>S.No</th> <th>Description</th> <th>Quantity</th> <th>Purchase Year</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>100 KVA UPS (Make: Numeric)</td> <td>2</td> <td>July,2010</td> </tr> </tbody> </table>	S.No	Description	Quantity	Purchase Year	1	100 KVA UPS (Make: Numeric)	2	July,2010
S.No	Description	Quantity	Purchase Year								
1	100 KVA UPS (Make: Numeric)	2	July,2010								

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Indian Bank







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			<table border="1"> <tr> <td>2</td> <td>80 KVA UPS (Make: Numeric)</td> <td>1</td> <td>July,2010</td> </tr> <tr> <td>3</td> <td>12V/130 Ah SMF Batteries (Make: Amar Raja)</td> <td>160</td> <td>September,2017</td> </tr> <tr> <td>4</td> <td>12V/150 Ah SMF Batteries (Make: Exide)</td> <td>80</td> <td>September,2017</td> </tr> </table> <p>The successful bidder has to dispose the old UPS and Batteries through E-waste dealers/ Re-processors authorized by Pollution Control Board. At any cost, E-waste disposal should not be handled by E-waste dealers/ Re-processors not certified by Pollution Control Board.</p>	2	80 KVA UPS (Make: Numeric)	1	July,2010	3	12V/130 Ah SMF Batteries (Make: Amar Raja)	160	September,2017	4	12V/150 Ah SMF Batteries (Make: Exide)	80	September,2017
2	80 KVA UPS (Make: Numeric)	1	July,2010												
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4	12V/150 Ah SMF Batteries (Make: Exide)	80	September,2017												
12.	<b>Page No.34, Part-II, Commercial Bid</b>	-	The successful bidder has to submit the modified Commercial Bid Format uploaded in the website and e-procurement portal.												
13.	<b>Page No.12, Point No.21, Penalty for Downtime</b>  The item that is reported to be faulty / malfunctioning should be fully repaired on the same day, if no		<b>Amendment</b>  The item that is reported to be faulty / malfunctioning should be fully repaired on the same day, if no spares are required and next working day, if spares are required. In case of vendor failing above standard, a standby UPS / Batteries should be provided till the												

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<p>spares are required and next working day, if spares are required. In case of vendor failing above standard, a standby UPS / Batteries should be provided till the UPS is repaired (of equivalent or higher configuration). Public Holidays as declared at the respective centers are excluded for the above downtime calculation. In case vendor fails to meet the above standards of maintenance, there will be a penalty of <b>Rs.500/-</b> per day. The penalty for non-compliance of the above mentioned terms will be deducted from the retention money.</p>		<p>UPS is repaired (of equivalent or higher configuration). Public Holidays as declared at the respective centers are excluded for the above downtime calculation. In case vendor fails to meet the above standards of maintenance, there will be a penalty of <b>Rs.500/-</b> per day. The penalty for non-compliance of the above mentioned terms will be deducted from the <b>subsequent payments.</b></p>
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