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IIT Indore

No.: IITI(MM)/AQ/6/6B/497/EPK/20-21

February 19, 2021

PREBID REPORT

Pre-Bid Meeting held through Video Conferencing at IIT Indore on February 11, 2021 at 11:30 Hrs (IST) regarding Tender ID No. 2020_IITI_614093_1 dated February 03, 2021 for Notice Inviting E-Tender **“Supply and Installation of Customized Auditorium Chair Furniture”**

‘03’ firms have attended the Virtual Pre-Bid Meeting. However, online Pre-Bid queries from M/s. Saryu Seating Co., Manesar, M/s. Veda Mode Pvt. Ltd, Delhi, M/s. Geeken Seatings, Manesar, M/s. Godrej & Boyce Mfg. Co. Ltd, Indore, M/s. Nillkaml, Bhopal, M/s. Wipro Furniture Business have been received through email.

The details of the deliberation are attached as annexure ‘I’.

Administrative Officer (MM)

प्रशासनिक अधिकारी
Administrative Officer
भारतीय प्रौद्योगिकी संस्थान इन्दौर
Indian Institute of Technology Indore

Annexure-I

Sl. No	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI
M/s. Wipro Furniture Business, Bhopal			
1	Benefit of MSME Page. No. 19	Benefits to MSE's -purchase preference how will be the purchase preference for MSE if L1 bidder is a non-MSE in this case where subjected goods are not divisible in nature.	Please refer tender document MSME Clause at Page No. 19
2	Public Procurement (Preference to Make in India) Page No. 20	Public procurement (preference to make in India) order 2017 -Purchase preference how will be the purchase preference if L1 bidder is a not Class I Local supplier in this case where subjected goods are not divisible in nature	Please refer tender document Make in India Clause at Page No. 20
3	Chapter 5, Para 7 Page No. 22	Liquidity Damages What be the course if in case site is not ready for material acceptance at site nor site is not clear to Install chairs within the stipulated delivery time?	The awarded firm can commence work with delivery and installation. Site preparedness will be parallel activity as some modification may be required during installation.
	Chapter 6, Para 4, Page No. 23	Technically Eligibility criteria - ISO certificates & Factory License Against the ISO Certifications & Factory Licenses please allow OEM bid in case of Captive vendorbased manufacturing complying to said Licenses & certifications.	Yes, OEM allowed, If the authorized vendor participates on behalf of OEM then certificate shall be submitted from OEM. ISO certification and certificates pertaining to financial and experience criteria are to be submitted by the bidder.



5	Chapter 6, Para 4(c) Page No. 23.	Technically Eligibility criteria - Green product certification Is the Green product certification required specifically for Audi chair which all bidders may Sensitivity: Internal & Restricted not have, IGBC certificate depicting the Green business practices to be preferred against it.	<p>Yes, The firm should be a regular manufacturer of Auditorium chairs and they must have Green Product Certification in Auditorium chairs in order to qualify for the requirements of Green Products.</p> <p>Green Product Certificate is necessary to ensure the product is environment friendly throughout its life cycle.</p> <p>Please note that IGBC stands for Indian Green building Council which generally gives for building structures. However, IGBC certificate / membership does NOT guarantee that product is tested. Hence the same will not be considered.</p>
6	Chapter 6, Para 4(d) Page No. 23.	Technically Eligibility criteria - AIOTA what is the significance of AIOTA, is there any AIOTA objective implies to Audi chairs and if so please PUBLISH those guidelines to be met? This criterion is not desired in Auditorium projects.	<p>No change</p> <p>Keeping in view, health of the students/faculty's/guest/old aged people the item should be ergonomically desgined and it should be free from musculoskeletal injuries such as back pain etc. Therefore, AIOTA certifiате is necessary.</p> <p>Seating system categories of AIOTA will be considered.</p>



7	Chapter 6, Para 4(e) Page No. 23	Technically Eligibility criteria - Work experience Completion certificates are generally on suppliers letter head to acknowledge the supply & Installation work done at site through competent authority sign & seal hope this will justify the authenticity of executed tender because getting a repeat completion certificate on concerned dept. letter head depends upon the availability of the concerned authority whereas this tender has a timeline to meet.	Work order shall be considered only if the satisfactory completion certificate is attached, duly certified by the authorized signatory of the govt./Semi Govt./Centrally funded Technical Institute/Department/Organization where the firm has completed the satisfactory work. No other format will be considered.
8	List of Document to be uploaded with Technical Bid chapter-6	Technically Eligibility criteria - Similar Type of Contracts In Annexure-I listing Supplying similar material list is desired while the Annexure III depicts details of Successfully completed project certification, please clarify the expected document.	Annexure-I pertains the check list of document to be uploaded with technical bid. While Annexure-III pertains to details of similar work done.
9	Chapter 6, Technically Eligibility Criteria	Technically Eligibility criteria In case of dealer bid representing OEM, whose details are required in Annexure II, III, IV, V, VI, VII, X, XI, XII (Solvency certificate), No consortium, end of sales, After sales service.	If OEM authorizes the bidder to participate on their behalf, then Annexure-II, to VII, X to XII will be required form bidder. Solvency certificate should be from bidder side. Whereas product related certifications/end of sales/after sales service/other parameter will be from OEM .
10	Chapter 7, Serial No. 10 Page. No. 28	Technical Specification IS code mention in tender 15061 is for Automotive Vehicles -Flammability requirement, Inline material with Similar FR grades shall be acceptable with the test reports against it.	Fire retardant material should be there with certificate of at least 30 Minutes exposure



11	Annexure Formats All the Annexure documents are in scanned format we request you to kindly share all Annexures in word or PDF format to fill in requisite details & document it as per IITI formats.	Annexure Formats All the Annexure documents are in scanned format we request you to kindly share all Annexures in word or PDF format to fill in requisite details & document it as per IITI formats.	No change
12	EMD Exemption & declaration Please clarify If Dealers representing OEM are exempted, If not who is to declare Bid security.	EMD Exemption & declaration Please clarify If Dealers representing OEM are exempted, If not who is to declare Bid security.	EMD Exemption will be applicable as per order No. F.9/4/2020 PPD dated 12th Nov. 2020 upto 31/12/2021 Subject to providing the EMD Security declaration. EMD declaration shall be furnished from bidder's end, if bidder represents the OEM.
Sl. No	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI
M/s. Vedamode Pvt. Ltd., Delhi			
1	<u>chapter 6 in Certification</u> AIOTA(All india Occupational Therapists' Association) Man	We request you to kindly allow the bidders to submit AIOTA certification if the bidder is awarded the contract i.e. with the technical bid bidder should submit an undertaking that the bidder will submit AIOTA Certification before supplying the	All the certifications are required to be furnished on/befor the end date of bid submission.



	<p>ufacturer should have AIOTA certificate in seating system to meet ergonomic standards. Bidder should enclose certificate from their parent manufacturer company.</p>	<p>goods if the work is awarded to the bidder,</p>	
2	<p><u>Chapter 5,</u> <u>Para 1</u> <u>Payment</u> <u>Terms:-</u> In case of indigenous, the payment term may be</p> <p>1) 80% of the unit cost will be paid against delivery of the goods received in good conditions at IIT Indore.</p> <p>2) 20% of the balance of each unit cost will be paid after satisfactory installation and submission of PBG.</p>	<p>Please note that in order to have competitive pricing you are requested to kindly consider the following payment terms as the bidder will not charge the interest on the blocked capital.</p> <p>1) 95% of the unit cost will be paid against delivery of the goods received in good conditions at IIT Indore.</p> <p>2) 5% of the balance of each unit cost will be paid after satisfactory installation and submission of PBG.</p>	<p>No Changes in existing tender clause.</p>



3	<p>Chapter 6 in Work Experience:- WORK EXPERIENCE: The Vendors / Bidders should have work experience as per following parameters. a) Three similar completed work costing not less than Rupees Two Hundred Lakh in last 3 (three) years for any Govt./Semi Govt./Centrally Funded Technical..... Similar works means Supply and installation of customized Auditorium chair with Auto tip and Push Back.</p> <p>Performed similar work at industries/private institutions/MNCs etc Shall not be considered Work orders and completion certificates in support of</p>	<p>We request you to kindly extend exemption of eligibility criteria for MSME (Micro & Small) Manufacturers with relevant experience of having done at least one auditorium of any number of seats. For your reference a tender invited by HLL Lifecare Limited (A government of India Enterprise) is attached herewith, pls refer page number 99 point number 4, reproduced below for your quick perusal.</p> <p>“The bidders/ firms identifying as MSME and/ or start-up firms are exempted from fulfilling criteria at S. No. 2 stated above. However, this does not exempt any bidder/ firm/ manufacturer from fulfilling the quality requirements”.</p> <p><i>Note: “If the bidder is a MSME, it shall declare in the bid document the UdyogAadhar Memorandum Number issued to it under the MSMED Act, 2006. If a MSME bidder do not furnish the UAM Number along with bid documents, such MSME unit will not be eligible for the benefits available under Public Procurement Policy for MSEs Order 2012.”</i></p> <p><i>Traders/resellers/distributors/authorized agents will not be considered for availing benefits under PP Policy 2012 for MSEs as per MSE guidelines issued by MoMSME.</i></p>	<p>The bidders/ firms identified as MSME and or start-up firms as per GOI notifications are exempted from point no. A to C is mentioned in Work Experience. However point no. D shall be applicable to all MSME's and Startups recognised by DPIIT, Ministry of Commerce & Industry, Govt. of India.</p> <p>Please Note: Traders/resellers/distributors/authorized agent will not be considered for availing benefit under PP Policy 2012 for MSEs as per MSE guidelines issued by MoMSME.</p>
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	experience to be enclosed.	Kindly relax the same for healthy competition.	
Sl. No	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI

M/s. Geeken Seating, Manesar

1	<p>Clause 4 (a) of Technically Eligibility Criteria.</p> <p>ISO 9001:2015/ISO 14001:2015/ OHSAS 18001:2007 or latest version.</p> <p>Note : Certifying agency of ISO should be listed with "NABCB" (National Accreditation Board for Certification Bodies)</p>	<p>Requesting you to amend it as below :</p> <p>Certifying agency of ISO should be listed with the accredited body which is having link with IAF (International Accreditation Forum)</p>	<p>Certifying agency of ISO should be listed with "NABCB" (National Accreditation Board for Certification Bodies) or any national Institution.</p>
Sl. No.	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI



M/s. Nilkamal, Bhopal

1	Chapter 7, Serial No. 1	You have asked for cup holder and writing table both. It seems there is error. Generally both cannot be provided at same time. Please clarify.	The auditorium chair is meant for academic activities, viz Conferences, symposium, webinars, Tedx Talks etc. for large gathering involving students for long time. Therefore, the chairs are to be customized with provision of cup holder, writing table top and push back feature.
2	Chapter 7 Serial No.1	You have asked auditorium chair with feature push back and writing table both Generally pushback feature is not given in writing table, It is provided with cup holder. Please clarify.	Same as above.
3	Chapter 1 Serial No. 2	One row shall be designed for person with disabilities as per policy of" Sugamya Bharat Abhiyan". For this, is there any change in specification? Please confirm	No Change.
Sl. No.	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI

M/s. Godrej & Boyce Mfg. Co. Ltd, Indore



1		<p>In all you previous tenders, you have given indicative images for the products under tender (even for a small value of Rs.25 Lacs)</p> <p>However in this tender no indicative image has been provided. Auditorium chairs of different OEM/s are of different design but the specifications can be upgraded to tender specs.</p> <p>In absence of indicative image, your requirement is not clear.</p>	<p>We have clearly mentioned the Technical specifications in Chapter -7 Scope of work. This is a customized item that needs to be customized as per institute requirement.</p> <p>Further, samples shall be required to be submitted for sucessfully qulaified technical bidders before opening of financial bids.</p>
2	<p>Chapter 6 in Work Experience:-</p>	<p>For past experience you have given the following options (one of these):</p> <ol style="list-style-type: none"> Three orders of Rs.200 Lacs each Two orders of Rs.300 Lacs each One order of Rs.400 Lacs each Single order 1000 Auditorium chairs. <p>Our submission is that point number "d" makes point number 'a' to 'c' null and void. As single order value of 1000 seat auditorium chair could be between Rs.100 Lacs to Rs.120 lacs. Secondly, not clear how the value of 400 L was determined. Assuming one Auditorium chair of approx. 12000/-, the Value of the Tender should be approx. 240 Lakhs. As per CPWD Guidelines, the maximum value should be only 80% of this amount or Rs. 192 Lakhs. IIT should clarify on this point to all Bidders.</p>	<p>Please note point no. D in work experience shall be applicable to all bidders/ firms identify as MSME and/ or start-up firms subject to meeting of quality and technical specification .</p> <p>Howerver, point no. A to C shall be applicable to all bidders/firms not falling within the ambit of MSME's or Start-Ups.</p>



3	Chapter 6 in Work Experience:-	<p>As per the CPWD tender norms (being the accepted guidelines and followed all across), past experience should be as below:</p> <p>Three orders of 40% of the estimated tender value</p> <p>Two orders of 50% of the estimated tender value</p> <p>One order of 80% of the estimated tender value</p> <p>Our submission is IIT should use either of the Completion Criteria (as detailed in Point 2 Above) of Value or Quantity, but cannot take both into consideration either it should be One Order of 80% Value/ Quantity of Tender, two Orders of 50% Value/ Quantity and three orders of 40% Value/ Quantity. We need a clarification on this point.</p>	The procurement shall be governed as per the provision of GFR 2017 and Manual of Procurment of Goods 2017.
4		<p>Some points in Technical specifications need to be clarified:</p> <p>Point No. 1 of specs.:</p> <p>No details of Cup Holder are provided. Please provide.</p>	One individul Cup holder with writing top for every seat.
4.1		<p>Point No. 3 of specs.:</p> <p>Back sizes not mentioned. Please specify.</p>	<p>Width of the back 455± 5 mm</p> <p>Height of the back 755± 5mm</p>
4.2		<p>Point No. 3 of specs.:</p> <p>For Back Rest and Cushion same IS standard is mentioned, please clarify.</p>	Yes, Back Rest and Cushion shall be same as per IS Standard IS:10951:1984 or latest upgraded version



4.3		Point No. 6 of specs.: Inclination of the Desk-let 12 degrees +/- 2 degree is not clear as to what exactly you need. Please clarify with a sketch / drawing.	This degree will student allow easy and comfortable writing
4.4		Point No. 12 of specs.: It says " All part details mentioned are subject to change for continual improvement of seat". What does it mean?. Please clarify. This point should not be applicable at all, as all vendors have an opportunity to deviate from the Tender Specs under the garb of this clause and still be accepted.	In order to improvise the product and best suitability of the institute requirement this point is valid and applicable to all vendors. However, the same shall be freezed after evaluation of the sample.
Sl. No.	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI

M/s. Saryu Seating Co., Manesar

1		as yourself is asking for cup holder on one side & a writing tablet the other , should we assume yourself is looking for individual arm rest & not common shearing arm rest secondly if it is individual arm rest ,then the cup holder handles are possible in integral P U handles where as the other handle is	Yes, individual arm with writing top for every seat. Writing Top would be made of MDF Board . The specification of MDF Board may be seen in tender document at Chapter 7, Scope of work.
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		wooden with particle board writing tablet ... pl explain	
2	Chapter 6, Page No. 25.	solvency asked is on pretty higher side (2 crore). In commonly prevailed tender norms of CPWD / PWD it is 40% of the project cost . pl explain	Please note it's not an CPWD/PWD construction Project. It is an procurement of Stores and high value in nature therefore the appropriate value of solvency is required in order to ascertain the financial viability of the bidder/firm.
3	Chapter 6, Para 4(d) Pg No. 23.	Aiota certification is indeed bench mark for ergonomic seating .but it is provided to various categories of furniture under clear heading like , office chairs , student bench / desk / physiotherapy / auditorium chairs... my simple question is will Aiota certificate in any category of furniture will do or specifically in auditorium chair category .	Please refer earlier point no. 6 at Page No. 2 of this report.
4		in order to be precise , can this tender be specifically for CPWD / PWD furniture category enlisted in first class category .. this may act as a filter & help yourself in finding genuine manufacturer.	NO. This is an Open Tender, hence open to all eligible bidders.
Sl. No.	Reference of the Clause/ Page No. of the Tender Document	Query raised by	Response from IITI



M/s.Pen Workers Seating Company, Mumbai

1	Chapter 7, Para 11 Pg No. 23.	chair with individual arms having tablet in one arm and cup holder in the other cannot be given in 22"-24" width.	
2	Chapter 6, Work Experience	<p>We are a 96 years old seat manufacturing company and till date have completed nearly 3700 seating projects. We have thoroughly gone through the tender document specification and frankly it seems that very few seating companies in India will be able to adhere to certain points as mentioned in the tender, .Example points a,b,c,d in Work Experience of the bidder information. Not many bidders may have completed work costing as stated and that too only Govt / Semi Govt / Centrally funded technical institutes etc. We feel bidders who have previously completed works like 5 orders of value Rs 50/- Lakhs each, should also be considered and given a chance to bid for this project</p> <p>Point (i) as stated in Work Experience also is illogical and irrelevant. The experience of any company is for the manufacture of chairs and not for manufacture of any one certain and specific chair model.</p> <p>Point (ii) in Work Experience. We request you to also kindly consider bidders who have completed such value work</p>	No change in Tender Terms, as experience of having completed work in any Govt./Semi Govt./Centrally Funded Technical Institutes (CFTI) which includes IITs, IISERs, IIMs, NITs, IIITs, NITTTRs, IISc and IEST), CSIR Institutes, Central Universities and /or DAE Institutes (NISER, TIFR)



		projects for any private institutions / industries / MNC's.	
3		Solvency Certificate - Requirement of Solvency certificate of Rs 2 Crore. It is not possible that all capable manufacturers may be able to provide Solvency certificate of such high financial value.	Please refer earlier point no. 2 at Page No. 13 of this report.
4	Chapter 6, Para 11 Pg No. 23.	In the spirit of of free and fair competition it is relevant and better for IIT Indore also that maximum number of competent manufacturers are given a chance to bid. However the conditions as outlined seem to be a little monopolistic in nature and difficult for most of the seating companies in India to adhere to. While vying for a prestigious project like IIT Indore, we feel a fair competition should prevail and every capable manufacturer should be given a chance to bid for this project.	This is an Open Tender hence all eligible bidders meeting tender terms may participate.
Sl. No.	Reference of the Clause/ Page No. of the Tender Document	As given in the document	To be Read as
Additional Information			
1.	Chapter 4, Para 3, Page No. 11 Site Visit	The provision of site visit is mentioned in the tender at chapter no. 4, para 3 page no. 11 for which a window from Feb 04, 2021 to Feb 08, 2021 was	On request by the prospective bidders during the pre-bid meeting, it has been decided to allow a



		provided.	fresh window for site visit from Feb 22, 2021 to March 01, 2021 from 10:30 AM to 05:00 PM with prior permission through mail to mms@iiti.ac.in.
2.	Chapter 5, Para 2, Page No. 21	Performance Security: Within Twenty Days (21) days from date of the issue of notification of award, the firm has to submit a performance security of 3% of the total order value.	The bidder/firm has to submit a performance security of 10% of the total order value.
3.	Chapter 5, Para 3, Page No. 21	<p>Sample: Bidders will display sample of Auditorium Chair within 15 days from the date of issuance of Notification of Award, before resorting to bulk manufacturing/supplies.</p> <p>Freight charges or other prototype manufacturing expenses shall not be paid for displayed samples.</p> <p>The purchaser reserve the right to ask for free demonstration of the quoted Furniture after giving reasonable time to the bidder at a pre-determined place acceptable to the purchaser for technical acceptability as per the bidding document specifications, before opening of the Price Bid.</p>	The technically qualified bidder has to submit the sample as per the bidding document specification before opening of the price bid.



