Minutes of meeting of pre-bid conference held on 22.04.2022 at BNP Dewas with Prospective bidder for SITC of Bank Note finishing Machine (02 nos. for CNP & 01 no. for BNP) against tender no. 02/BNP/P/Banknote Fin.M/c./2021-22/GT dated 31.03.2022.

1. **M/s. Koenig & Bauer Banknote Solution SA Switzerland**

Sr. No.	Reference in tender document	Query of M/s. Koenig & Bauer Banknote Solution	Reply of BNP, Dewas
1.	**Section V - Special Conditions of Contract page no. 11: Warranty Clause:**	As a foreign bidder and the time required for the delegation of parts and personnel, we kindly request to increase the eventual downtime of the machine to "... not more than 20 working days". Please rest assured however that we would take every possible measure to shorten this time span. **Please confirm your agreement.**	As per tender.
2.	**Section V - Special Conditions of Contract page no. 12&13: Terms & Mode of Payment :**	As the tender/contract caters for three machines to be delivered separately, we kindly request that the indicated payment terms reflect a payment machine by machine as the situation for the stipulated installments arise. **Please confirm your agreement.**	As per tender.
3.	**Section VI – List of Requirements page no. 15 : Required Delivery Period clause no. 2 a**	In order to allow for the optimum preparation and realization of the PDI and factory training activities for, we kindly request an interval of 9 weeks between each machine i.e.: 1st machine within 48 weeks 2nd machine within 57 weeks 3rd machine within 66 weeks **Please confirm the optimized delivery schedule for pre-dispatch inspection.**	As per tender.
4.	**Section VI – List of Requirements page no. 15 : Required Delivery Period clause no. 2 c: Commissioning**	Can BNP/CNP please clarify which material will be used for the commissioning of the machines: Seller's or Purchaser's? **Please clarify.**	For Commissioning it will be seller's material.

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Sr. No.	Reference in tender document	Query of M/s. Koenig & Bauer Banknote Solution	Reply of BNP, Dewas
5.	Section VI – List of Requirements page no. 15 : Required Delivery Period clause no. 3 c: Installation- machines (gantry, forklifts, etc.).	Can you please specify that CNP shall be responsible for the handling of the crates/boxes under Supplier's supervision and provide to the Seller all lifting equipment necessary for the installation of the machines (gantry, forklifts, etc.). Please confirm.	Up to the installation site: CNP/BNP responsibility During installation: Supplier's responsibility.
	Handling & lifting of equipment		
6.	Section VI – List of Requirements page no. 15 : Required Delivery Period clause no. 3 c: Installation- Handling & lifting of equipment	Installation – auxiliary personnel In order to have a smooth progression of the installation and commissioning process, we kindly ask CNP to put at Seller's disposal the required local personnel. Please confirm this understanding.	This is the part of bidder scope. However it is clarified that CNP/BNP shall provide the required support
7.	Section VII – Technical Specifications page no. 19 Brief Description clause no. 1.14	"Shall be equipped with Industrial Internet Of Things Technology and Industry 4.0 requirements" for the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the data formats required.	The link of the track & trace tender is as below:- Tender document https://bnpdewas.spmcil.com/UploadDocument/Track%20and%20Trace-Final%20tender.1e3307d9-e9f5-4030-a956-a5324bb1376d.pdf Financial bid https://bnpdewas.spmcil.com/UploadDocument/Financial%20Bid-Track%20and%20trace.63756278-4bae-4a20-90ba-c6fdbd4b5344.pdf

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Sr. No.	Reference in tender document	Query of M/s. Koenig & Bauer Banknote Solution	Reply of BNP, Dewas
8.	Section VII – Technical Specifications page no. 20 Brief Description clause no. 1.14 ii)	"Fetch data from machine to other customer software for further ERP and Business Decision." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. **Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the data formats required.**	The tender condition shall prevail and it is further clarified that XML data format suffices our requirement for MIS. The supplier shall mention the frequency of the XML data exchange and its process documentation.
9.	Section VII – Technical Specifications page no. 20 Brief Description clause no. 1.14 iii)	"Provide APIs ... to read data from Machine and its devices. Example and detailed document on API usage to be provided." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. **Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the types and target APIs required.**	Same as per point no. 8
10.	Section VII – Technical Specifications page no. 22 clause 3.3, 100 Banding Station – band width	The specification states a bandwidth of 30 to 40mm. Our multiple modular banding stations can be provided for any bandwidth between 30 and 40 mm. **Please clarify: Does BNP/CNP need a banding system for variable bandwidth and the reasons motivating this specification for a variable width rather than specific widths.**	Clarified. It should be adjustable within the range.
11.	Section VII – Technical Specifications page no. 23 clause 3.6, 1000 Banding Station – band width	The specification states a bandwidth of 40 to 60mm. Our multiple modular banding stations can be provided for any bandwidth between 40 and 60 mm. **Please clarify: Does BNP/CNP need a banding system for variable bandwidth and the reasons motivating this specification for a variable width rather than specific widths.**	Clarified. It should be adjustable within the range.

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12.	Section VII – Technical Specifications page no. 24 clause 3.9, Label Applicator	"Label Applicator shall have APIs to read the data ... by other customer software i.e. SAP-ERP, Track & Trace Software etc." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the types and target APIs required.	As per tender.
13.	Section VII – Technical Specifications page no. 24 clause 3.11, Online Inspection System (Optional)	"Label Applicator shall have APIs to read the data captured by it (such as Serial No., Print Date etc.) ...." Please kindly clarify where the "Print Date" information is to be read from, its format and position on the banknotes and what else is included in the word etc.?	It is clarified that print date means date on which label has printed/applied. Point is clarified.
14.	Section VII – Technical Specifications page no. 24 clause 3.11, Online Inspection System (Optional)	"Label Applicator shall have APIs to read the data ... by other customer software i.e. SAP-ERP, Track & Trace Software etc." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the types and target APIs required.	The link of the track & trace tender is as below:- Tender document https://bnpdewas.spmcil.com/UploadDocument/Track%20and%20Trace-Final%20tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf Financial bid https://bnpdewas.spmcil.com/UploadDocument/Financial%20Bid-Track%20and%20trace.63756278-4bae-4a20-90ba-c6fdbd4b5344.pdf
15.	Section VII – Technical Specifications page no. 25 clause 3.13.2 point 1, System for monitoring production data – Software	It is specified that the software shall have suitable security protection for start-up. Kindly provide further details about "suitable security protection".	Suitable Security Protection means the machine system should have the BIOS password, Operator password, Admin password. It should also have role based access to machine system and inspection system.

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#	Reference	Query	Response
16.	Section VII – Technical Specifications page no. 25 clause 3.13.3, System for monitoring Production data	"System shall provide API and its documentation to read all the production data by other customer software i.e. SAP-ERP, Track & Trace Software etc." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. **Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the types and target APIs required.**	The link of the track & trace tender is as below:- Tender document https://bnpdewas.spmcil.com/UploadDocum ent/Track%20and%20and%20Trace-Final%20tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf Financial bid https://bnpdewas.spmcil.com/UploadDo cument/Financial%20Bid-Track%20and%20trace.63756278-4bae-4a20-90ba-c6fdbd4b5344.pdf
17.	Section VII –Page no. 25 clause 3.13.1d, Hardware	"public and private TCP/IP based data communication infrastructure." **Please explain the use of "Public infrastructure" and how it will be configured?**	To share data within the organization.
18.	Section VII – Technical Specifications page no. 29 Document required clause 9.1 X	"Complete API documentation along with examples." For the recently supplied machines, Koenig & Bauer has supplied 4 data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines. **Please advise if this meets the current tender requirements or, if not, please supply more detailed specifications on the types and target APIs required.**	The tender condition shall prevail and it is further clarified that XML data format suffices our requirement for MIS. The supplier shall mention the frequency of the XML data exchange and its process documentation.
19.	Section VII – Technical Specifications page no. 30 FAT Conditions	The working week has 6 working days. Bank holidays and weekends are not counted. During FAT there will be one shift of 8 hours with no break time. **Please confirm that our understanding is correct.**	Holidays means holidays declared by the buyer. Point is clarified.
20.	Section VII – Technical Specifications page no. 30 FAT Conditions	The tender indicates that the FAT shall be carried out with 60/50 ups of the denomination of Indian banknotes. In order to optimize preparation for this test, we kindly request to advise Suppliers about which denomination is intended to run for FAT purposes. Please advise.	Shall be informed to the successful bidder at the time of FAT. Point is clarified.

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1. M/s. Uno Seisakusho Co. Ltd., Japan

No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
1	3	Section I 7.	Uploading	"In case NIT/ SIT provide for uploading of bids to nominated e-Procurement portal, bidders must upload their bids along with scanned copies as required enclosures as per instructions given in this regard."	Please inform us of the instructions on how to upload the bids.	It is clarified that it is an offline tender. It's not applicable.
2	6	Section III 4	Tender Form Fee	"it may be noted that the tender form fee and EMD is to be enclosed in pre-qualification bid packet."	The tender form fee is not found in the documents. How much is it? What form should it be?	Tender fee is not applicable.
3	8	Section III	Price Bid Evaluation	"... the tenderer will be required to quote on FOB/FCA as well as CIF and CIP basis."	There is a high volatility of shipping cost and delivery time these days due to shortage of ships & containers caused by the covid-19. This situation makes it difficult to estimate the shipping cost in a competitive price. Therefore, we request to quote on FOB basis only.	As per tender conditions.
4	13	Section V (a), (b)	Payment Term	(a) 80% FOB/CIF cost of the machine ... after dispatch. (b) 20% cost of the machine after successful installation & commissioning of the machine.	We would request the following payment terms for your considerations. (a) 20% FOB cost of the machine and opening L/C upon contract. (b) 40% FOB cost of the machine ... after dispatch. (c) 20% cost of the machine after delivery of the machine. (d) Balance 20% ... after Final Acceptance Certificate	As per tender condition.

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
5	15	Section VI 2.a.	PDI Schedule	PDI must be ready as per: 1st. 32 weeks after LC 2nd. 38 weeks after LC 3rd. 44 weeks after LC	Under the circumstances of the worldwide shortage of semiconductor and the disruption of logistics, we would propose 14 months from the date of the LC opening.	As per tender.
6	15	Section VI 3.a.	Incoterms	"For Oversea supplier: FOB/CIF basis"	There is a high volatility of shipping cost and delivery time these days due to shortage of ships & containers caused by the covid-19. This situation makes it difficult to estimate the shipping cost in a competitive price. Therefore, we request to quote on FOB basis only.	As per tender
7	17	Section VI 18	Training	15 working days at the manufacturer's site	10 working days is the maximum timeframe we can allocate for the training at supplier's site.	As per tender.
8	19	Section VII 1.6	Computerized Random Numbering (CRN) system.	"Subsequently bundles of 1000 notes with sequential serial numbers as per Computerized Random Numbering (CRN) system."	Does the machine not have to meet universal numbering scheme?	As per tender.
9	19	Section VII 1.14	Industry 4.0	"The Machine shall be equipped with Industrial Internet Of Things Technology and Industry 4.0 requirements."	In light of the specifications required by SPMCIL (Tender No. 6000014274/BNP/P/PTG/SNIM & ACS/ 2019/ICB dated 30/12/2019), we are now developing the network with a client by using OPC server for the CUTLINK machines. Its architecture is fully based on Industry 4.0 standards.	As per tender

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
10	20	Section VII 1.14 iii)	APIs	"It shall provide APIs (application programming interface) to read data from Machine and its devices. Example and detailed document on API usage to be provided."	We would like to employ alternative ways other than APIs. One idea is the same way as the above-mentioned project. Another idea is to employ an OPC server software as well as an OPC server. SKETCH 1 shows one of the examples. It enables you to use SCADA and SAP. We are ready to provide SPMCIL with all the necessary documents in order to build the network and to operate it with an OPC server software.	As per tender.
11	20	Section VII 2.1	Pattern on label	"Pattern of scanning & printing will be furnished unit wise at the time of placing purchase order."	It is necessary to provide us with a print sample well in advance of the tender opening day in order for us to select an appropriate camera and label printer for bidder.	It will be provided to successful bidder.
12	20	Section VII 2.3	Face-up down: 5 notes	Minimum cross: 4 notes Minimum	The requirement of the CUTLINK machines' project stipulates 4 x 7 not 4 x 5. Please clarify.	As per tender. Point is clarified.
13	22	Section VII 3.3 II.	Module components of 100 banding	"The banding equipment shall be of multiple modular components capable of being replaced quickly for maintenance and repair."	Although our 100 banding unit is not moduled, the band rolls replacement in our machine takes only a few minutes. Please see the finishing machine that we supplied last year for reference.	As per tender
14	23	Section VII 3.3 IV.	Off-line Band Feeder Testing unit	"Off-line Band Feeder Testing unit should also be supplied."	Please elaborate what "off-line band feeder testing unit" is? Does it mean a stand-alone machine checking banding is not faulty?	Bidder understanding is correct. As per tender.

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
15	23	Section VII 3.3 V.	band-repetition facility	"In case, band-repetition facility is not available, table-top automatic banding unit should also be supplied."	Please elaborate what "band-repetition facility" is? Does it mean a function of re-banding packets in in-line 100 banding section individually?	Bidder's understanding is correct. As per tender.
16	23	Section VII 3.6 II.	Off-line Band Feeder Testing unit	"Off-line Band Feeder Testing unit should also be supplied."	Please elaborate what "off-line band feeder testing unit" is? Does it mean a stand-alone machine checking banding is not fault?	Bidder's understanding is correct. As per tender.
17	23	Section VII 3.6 III.	band-repetition facility	"In case, band-repetition facility is not available, table-top automatic banding unit should also be supplied."	Please elaborate what "band-repetition facility" is? Does it mean a function of re-banding packets in in-line 1000 banding section individually?	Bidder's understanding is correct. As per tender.
18	25	Section VII	Printer	B&W Laser Simplex Printer	Is it OK with a generic black & white laser printer available in India?	Bidder's understanding is correct. As per tender.
19	25	Section VII 3.13.1b.	Extended communication	"Extended communication PCB / PCB" is? Do you mean you just want to monitor is correct. As per tender.	Please elaborate what "Extended communication PCB" is? Do you mean you just want to monitor the PLC and upload the revised PLC program through a service PC?	Bidder's understanding is correct. As per tender.
20	26	Section VII 3.13.1c.	Extended communication Computer (for communication PLC)	"Extended communication PCB / PCB (for communication with PLC)"	Please elaborate what "Extended communication PCB" is? Do you mean you just want to monitor the PLC and upload the revised PLC program through a service PC?	Bidder's understanding is correct. As per tender.
20	26	Section VII 3.13.3 2.	pre-turning handle	"Guard for the manual pre-turning handle"	Please elaborate what "guard for the manual pre-turning handle" is?	Suitable guard to be provided to prevent from unauthorized intervention.
21	26	Section VII 4.1	Assembly drawing	"Assembly drawings with exploding views wherever necessary to facilitate dismantling and assembly during maintenance should be provided by the successful bidder."	Upon request from your mechanical maintenance team at the previous project, we have provided the 2D assembly drawings together with part drawings in order to assemble the parts and to identify the parts number. Are they all right with you?	Clarified and as per tender.

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
(22)	27	Section VII 4.5	Spares	"Spare parts list shall be classified as First wiring spares, General Spares and rarely use spare parts for Electrical and mechanical spares."	Please elaborate what "First wiring" is?	Typo error. It is "Fast wearing". Point clarified.
23	27	Section VII 5.3	FLUORESCENT/ LED LAMPS	"Fluorescent/LED lamps shall be used for the lighting inside the press."	Does "the press" mean printing machine or factory in this context? If so, is this required specification irrelevant to finishing machine?	Press means Machine and bottom of the machine as well. Point is clarified.
24	29	Section VII 8.4	Air compressors	Required Air compressors (1 running + 1 Stand by each) of suitable capacity with dryers, controls, piping etc. for operation of the printing machine.	Is this required specification irrelevant to finishing machine?	One spare for CNP's 2 machine, One spare for BNP
25	29	Section VII 9.1 iii	pictorial form of error finding of all possible errors		Please elaborate what "pictorial form of error finding of all possible errors" is? Does it mean "Complete list of error messages and their suggested diagnostic and remedial guidance" which is mentioned in 9.1 vi?	As per tender. For troubleshooting and diagnosis of problems, faulty location/item shall be shown display monitor in picture form.
26	29	Section VII 9.1 v	PLC Programs & parameters in hard copy		As hard-copy of PLC program is impractical for the use of maintenance and very bulky (a few thousand pages per set), please omit the hard-copy or decrease from 6 sets to 1 set.	As per tender.

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
27	30	Section VII 10. 6	Targeted production at FAT	2778 bundles	Is it OK to terminate the daily FAT bundles when the machine has achieved 2778 bundles before 6 hours 30 minutes elapsed? Is it OK to terminate the entire FAT when the machine has achieved 69,450 bundles (2778 bundles x 25 days) before 25 days elapsed?	As per tender conditions.
28	30	Section VII 10.	FAT repeat		"If for reasons for which the bidder is responsible, successful bidder shall repeat the test in whole from beginning (i.e. day one)" If the production number did not qualify the target, for example on day 10, we request the FAT to restart from the beginning of day 10 from the next available day, but not restart from day 1.	As per tender conditions.
29	32	Section IX 3.	Fiscal year	"Relevant date is 31/12/2020 in case the financial year is maintained calendar year wise or 31/03/2021 in case financial year maintained ending 31st March of a year."	Our fiscal year starts from 1st June to 31st May next year.	Will be considered.
30	34	Section IX 5. iii.	Credentials regarding experience and past performance	"experience, past performance and capacity/ capability should be authenticated by the by the person authorized to sign the tender on behalf of the bidder.	Will the list be suitable, which enumerates the machines and customers we have ever supplied since we entered this industry?	Bidder can provide the past purchaser list. It should be authenticated by the by the person authorized to sign the tender on behalf of the bidder. Point clarified.

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