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.

M/s. Koenig & Bauer Banknote Solution SA Switzerland

Sr. Reference in tender document No.	Query of M/s. Koenig & Bauer Banknote Solution
1. Section V - Special Conditions of	As a foreign bidder and the time required for the delegation of parts and Aspertender
Contract page no. 11: Warranty	personnel, we kindly request to increase the eventual downtime of the machine
Clause:	
	would take every possible measure to shorten this time span.
	Please confirm your agreement.
2. Section V - Special Conditions of	As the tender/contract caters for three machines to be delivered separately, we As per tender
Contract page no. 12&13: Terms	
& Mode of Payment:	machine as the situation for the stipulated installments arise.
1	Please confirm your agreement.
3. Section VI – List of Requirements	In order to allow for the optimum preparation and realization of the PDI and As per tender.
page no. 15: Required Delivery	s between
Period clause no. 2 a	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.
4. Section VI – List of Requirements	Can BNP/CNP please clarify which material will be used for the commissioning of For Commissioning it will be
page no. 15 : Required Delivery	c !
Period clause no. 2 c:	
Commissioning	

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	Query of M/s. Koenig & Bauer Banknote Solution	Reply of BNP, Dewas
Section VI - List of	Can you please specify that CNP shall he research for the handline	
	of the crates/boxes under Supplier's supervision and provide to the Seller all lifting equipment necessary for the installation of the	Up to the installation site: CNP/BNP responsibility During installation: Supplier's responsibility.
	machines (gantry, forklifts, etc.). Please confirm.	
Section VI – List of Requirements page no. 15:	Installation – auxiliary personnel	This is the part of bidder scope. However it is
Required Delivery Period clause no. 3 c: Installation-	and	clarified that CNP/BNP shall provide the required support
Handling & lifting of equipment	the required local personnel. Please confirm this understanding.	
Section VII – Technical Specifications page no. 19	"Shall be equipped with Industrial Internet Of Things Technology and Industry 4.0 requirements"	The link of the track & trace tender is as below:- Tender document
Brief Description clause no.	For the recently supplied machines, Koenig & Bauer has supplied 4	https://bnpdewas.spmcil.com/UploadDocument/Track
114	data fetch methods based on the XML data format to allow the SPMCIL IT department to fetch data from the machines.	%20and%20Trace-Final%20tender.1e3307d9-e9f5- 4030-a956-a5324bb13764.pdf
	ements or, if data formats	Financial bid
	7	inancial%20Bid-Track%20and%20trace.63756278- 4bae-4a20-90ba-c6fdbd4h5344 ndf
representative wodwy		177 177
embers A N. Norshill	Jan	
	5. Section VI - List of Requirements page no. 15: Required Delivery Period clause no. 3 c: Installation-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 7. Section VII - Technical Specifications page no. 19 Brief Description clause no. 1.14 BNP Members Section VII - Technical Specifications page no. 19 Brief Description clause no. 1.14	on VI – List of Can you please specify that CNP shall be responsible for the handling irrements page no. 15: Seller all lifting equipment necessary for the installation of the machines (gantry, forklifts, etc.). Illing & lifting of Installation and provide to the machines (gantry, forklifts, etc.). Installation — auxilliary 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. Industry 4.0 requirements' For the recently supplied machines, Koenig & Bauer has supplied 4 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.

No.	keterence in tender document	Query of M/s. Koenig & Bauer Banknote Solution	Reply of BNP, Dewas
.∞	Section VII - Technical Specifications page no 20 Brief	-	The tender condition shall
	Description clause no. 1.14 ii)	Koenig & Bauer has	is further cla ta format su
		_	our requirement for MIS. The
		nents or, if not, please	supplier shall mention th
			frequency of the XML data
			exchange and its process
9.	Section VII - Technical	_	ation.
9	Specifications page no 20 Brief	ine and its devices. Example and detailed	Same as per point no. 8
	Specifications page no. 20 Brief		
	Description clause no. 1.14 iii)	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	
		retch data from the machines.	
		Please advise if this meets the current tender requirements or, if not, please	
10.	Section VII - Technical	The specification states a bandwidth of 30 to 40 mm	
	Specifications page no. 22 clause	provided for any handwidth	within the range
	3.3, 100 Banding Station - band		within the alber.
	width	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.	
11.	Section VII – Technical Specifications nage no 23 clause	dular	Clarified. It should be adjustable
	3.6, 1000 Banding Station – band width		within the range.
		specific widths.	
	Dhodure		
dder r	Bidder representative	12 12 12 12 12 12 12 12 12 12 12 12 12 1	
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12.	Section VII - Technical	"I shal Anniinstor chall have Able to soul the date	
		software i.e. SAP-ERP Track & Trace Software etc." For the "scenation"	As per tender.
	3.9, Label Applicator	supplied machines, Koenig & Bauer has supplied 4 data fetch	
		methods based on the XML data format to allow the SPMCIL IT	
		Please advise if this meets the current tender requirements or, if not,	
		please supply more detailed specifications on the types and target APIs	
		required.	
13.	Section VII - Technical	"Label Applicator shall have APIs to read the data captured by it (such as	It is clarified that print date means date on
	Specifications page no. 24 clause	Serial No., Print Date etc.)"	which label has printed/applied Point is
	3.11, Online Inspection System	Please kindly clarify where the "Print Date" information is to be read	clarified.
	(Optional)	from, its format and position on the banknotes and what else is	
		included in the word etc.?	
14.	Section VII - Technical	"Label Applicator shall have APIs to read the data by other customer	The link of the track & trace tender is
	Specifications page no. 24 clause		below:-
	3.11, Online Inspection System	_	Tender document
	(Optional)	based on the XML data format to allow the SPMCIL IT department to fetch	https://bnpdewas.spmcil.com/UploadDocume
		data from the machines.	nt/Track%20and%20Trace-
		Please advise if this meets the current tender requirements or, if not,	rinal%20tender.1e3307d9-e9f5-4030-a956-
٠		please supply more detailed specifications on the types and target APIs	a33240013/64.bul
		required.	Financial bid
			https://bnpdewas.spmcil.com/UploadDoc
			ument/Financial%20Bid-
			Track%20and%20trace.63756278-4bae-
à l			4a20-90ba-c6fdbd4b5344.pdf
į		ified that the software shall have suitable security protection for	Suitable Security Protection means the
	ciause		machine system should have the BIOS
	monitoring production data	Kindly provide further details about "suitable security protection".	password, Óperator password, Admin
	Software production data -		password. It should also have role based
			access to machine system and inspection
1)		system.
dder	Bidder representative		
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	Section VII — Technical Specifications page no. 30 FAT Conditions	Section VII — Technical Specifications page no. 30 FAT Conditions	Specifications page no. 29 Document required clause 9.1 X	Section VII – Page no. 25 clause 3.13.1d, Hardware		Specifications page no. 25 clause 3.13.3, System for monitoring Production data
Flease advise.	dicates that the FAT shall be carried out with 60/50 ups mination of Indian banknotes. In order to optimize or this test, we kindly request to advise Suppliers about nation is intended to run for FAT purposes.	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.	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 SPMCILIT 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.	"Public and private TCP/IP based data communication infrastructure." Please explain the use of "Public infrastructure" and how it will be configured?	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.	
	Shall be informed to the successful bidder at the time of FAT. Point is clarified.	Holidays means holidays declared by the buyer. Point is clarified.	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.	To share data within the organization. Clarified.	ent/Track%20and%20Trace- Einal%20tender.1e3307d9-e9f5-4030-a956- a5324bb13764.pdf Financial bid https://bnpdewas.spmcil.com/UploadDocument/Financial%20Bid- Track%20and%20trace.63756278-4bae-	

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	(d) Balance 20% after Final Acceptance Certificate					
. T	machine.					
	(c) 20% cost of the machine after delivery of the					
	(b) 40% FOB cost of the machine after dispatch.	of the machine.				
	upon contract.	successful installation & commissioning				
	(a) 20% FOB cost of the machine and opening L/C	(b) 20% cost of the machine after				
condition.	your considerations.	after dispatch.	Term	V (a), (b) Term		
As per tender	We would request the following payment terms for	(a) 80% FOB/CIF cost of the machine	Payment	Section	13	4
	on FOB basis only.					
ž	competitive price. Therefore, we request to quote					ŧ.
	makes it difficult to estimate the shipping cost in a		7.			
	containers caused by the covid-19. This situation					
conditions.	delivery time these days due to shortage of ships &	on FOB/FCA as well as CIF and CIP basis."	Evaluation	=		
As per tender	There is a high volatility of shipping cost and	" the tenderer will be required to quote	Price Bid	Section	00	ω
	•	qualification bid packet."				
applicable.	How much is it? What form should it be?	and EMD is to be enclosed in pre-	Form Fee	III 4		
Tender fee is not	The tender form fee is not found in the documents.	"It may be noted that the tender form fee	Tender	Section	6	2
		per instructions given in this regard."				
		scanned copies as required enclosures as				
It's not applicable.		bidders must upload their bids along with				
is an offline tender.	upload the bids.	bids to nominated e-Procurement portal,		1.7.		
It is clarified that it	Please inform us of the instructions on how to	"In case NIT/ SIT provide for uploading of	Uploading	Section	w	Н
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1 :	0	- Section	opic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
, c	15	Section VI 2.a.	Section VI PDI Schedule 2.a.	PDI must be ready as per: 1st. 32 weeks after LC 2nd. 38 weeks after LC 3rd. 44	Under the circumstances of the worldwide shortage of As per tender.	As per tender.
				weeks after LC	would propose 14 months from the date of the LC	
6	15	tion VI	Incoterms	"For Oversea supplier: FOB/CIF basis"	There is a high volatility of shipping cost and delivery. As ner tander	As per tender
	-1	J.d.			time these days due to shortage of ships & containers	יים הכוומנו
					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 FOR basic cont.	
7	17	Section VI	Tolisia		me lequest to duote on FOB basis only.	
		18		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.
	19	Section VII 1.6	ed	"Subsequently bundles of 1000 notes with sequential serial numbers as per	Does the machine not have to meet universal numbering scheme?	As per tender.
			Numbering (CRN) system.	Computerized Random Numbering (CRN) system."		
9	19	Section				
			illoustry 4.0	Ine Machine shall be equipped with Industrial Internet Of Things Technology	In light of the specifications required by SPMCIL As per tender (Tender No. 6000014274/BNP/P/PTG/SNIM & ACS/	As per tender
					the network with a client by using OPC server for the	
					CUTLINK machines. Its architecture is fully based on Industry 4.0 standards	
					- · · · · · · · · · · · · · · · · · · ·	

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- 1	ection VII	APIs	"It shall provide And		BNP Reply
	1.14 iii)		programming interface) to read data from Machine and its data		As per tender.
			and detailed document on API usage to be provided."		
				to use SCADA and SAP.	
				We are ready to provide SPMCIL with all the	
			"Datte of a second of the seco	and to operate it with an OPC server software.	
≦		9		It is necessary to provide us with a print sample well in advance of the tender opening day in order for us to successful to select an appropriate camera and label printer for bidder.	will be provided successful idder.
	tion VII		s: 4 notes Minimum		s per tender. Poir
		X T	equipment shall be	stipulates 4 x 7 not 4 x 5. Please clarify.	is clarified.
(II)		ents of ding		ig unit is not moduled, the nour machine takes only a the finishing machine that	As per tender
Sect	Section VII O	Off-line Band	ing init	Plane of the state	
.ω	3.3 IV. F	Feeder Testing s unit		unit" is? Does it mean a stand-alone machine understanding checking banding is not faulty?	Bidder is understanding is correct. As per
	20 Sect 22 Sect 23 Sect 23 Sect 23 Sect 23 Sect 3	Section VII 2.3 Section VII 2.3 Section VII 3.3 II.	VII APIs VII APIs Pattern on label Face-up Module components of 100 banding	VII 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." Pattern on "Pattern of scanning & printing will be furnished unit wise at the time of placing purchase order." Pace-up Minimum cross: 4 notes Minimum down: 5 notes Module "The banding equipment shall be multiple modular components capable of being replaced quickly for maintenance and repair."	VII 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." Pattern on Pattern on Pattern on Pattern on Pattern of scanning & printing will be label Pace-up Minimum cross: 4 notes Minimum Components of multiple modular components capable of being replaced quickly for maintenance and repair." Queries of M/s. Uno Se We would like to employ we would like to employ we would like to employ idea is the mentioned project. And OPC server software a SKETCH 1 shows one of to use SCADA and SAP. We are ready to pro necessary documents in and to operate it with an and to operate it with an it is necessary to provide in advance of the tender to select an appropriate quotation. The requirement of the stipulates 4 x 7 not 4 x 5. Although our 100 banding band rolls replacement in few minutes. Please see we supplied last year for the supplied last

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Section VII Indicate Section VII Section Federal 23 Section VII Section Federal 15 23 Section VII Section Federal 16 23 Section VII Section Federal 17 23 Section VII Section Federal 18 25 Section VII Section Federal 19 26 Section VII Federal 10 27 Section VII Federal 11 28 Section VII Federal 12 Section VII Federal 13 Section VII Federal 14 Section VII Federal 15 Section VII Federal 16 28 Section VII Federal 17 28 Section VII Federal 18 29 Section VII Federal 19 20 Section VII Federal 19 21 Section VII Federal 19 22 Section VII Federal 19 23 Section VII Federal 19 24 Section VII Federal 19 25 Section VII Federal 19 26 Section VII Federal 19 27 Section VII Federal 19 28 Section VII Federal 19 29 Section VII Federal 19 20 Section VII Federal 19 21 Section VII Federal 19 22 Section VII Federal 19 23 Section VII Federal 19 24 Section VII Federal 19 25 Section VII Federal 19 26 Section VII Federal 19 27 Section VII Federal 19 28 Section VII Federal 19 29 Section VII Federal 19 20 Section VII Federal 19 21 Section VII Federal 19 22 Section VII Federal 19 23 Section VII Federal 19 24 Section VII Federal 19 25 Section VII Federal 19 26 Section VII Federal 19 26 Section VII Federal 19 27 Section VII Federal 19 28 Section VII Federal 19 29 Section VII Federal 19 29 Section VII Federal 19 20 Section VII Federal 10 Section VII Federal
23 Section VII band-repetition 23 Section VII Off-line Band 23 Section VII Off-line Band 3.6 II. Feeder Testing unit 23 Section VII band-repetition 3.6 III. facility 25 Section VII Printer 3.13.1b. 25 Section VII Extended 3.13.1c. communication PCB 26 Section VII pre-turning 3.13.3.2. handle 27 Section Assembly 28 Section VII Assembly 29 Section VII Assembly 20 Section VII drawing
Section VII band-repetition 3.3 V. facility Section VII Off-line Band 3.6 II. Feeder Testing unit Section VII band-repetition 3.6 III. facility. Section VII Printer 8.13.1b. Section VII Extended communication PCB Section VII pre-turning 3.13.3 2. handle Section Assembly VII 4.1 drawing
band-repetition facility Off-line Band Feeder Testing unit band-repetition facility. Printer Printer Extended communication PCB pre-turning handle Assembly Assembly
"In case, band-repetition facility is not Please elaborate what "band-repetition facility" in case, band-repetition facility is not Please elaborate what "band-repetition facility" in in-line 100 banding section individually? "Off-line Band Feeder Testing unit Please elaborate what "off-line band feeder testing unit" is? Does it mean a stand-alone machine checking banding is not fault? "In case, band-repetition facility is not Please elaborate what "band-repetition facility" in in-line 100 banding section individually? "In case, band-repetition facility is not Please elaborate what "band-repetition facility" in in-line 1000 banding is not fault? "In case, band-repetition facility is not Please elaborate what "band-repetition facility" in in-line 1000 banding section individually? B&W Laser Simplex Printer Is it is it OK with a generic black & white laser printer available in India? "Extended communication PCB / 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? "Guard for the manual pre-turning Please elaborate what "guard for the manual pre-turning handle" is? "Assembly drawings with exploding Upon request from your mechanical maintenance should be provided by the drawings in order to assemble the parts and to identify the parts number. Are they all right with with varia?
Please elaborate what "band-repetition facility" is? Does it mean a function of re-banding packets in in-line 100 banding section individually? Please elaborate what "off-line band feeder testing unit" is? Does it mean a stand-alone machine checking banding is not fault? Please elaborate what "band-repetition facility" is? Does it mean a function of re-banding packets in in-line 1000 banding section individually? Is it OK with a generic black & white laser printer available in India? 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? Please elaborate what "guard for the manual preturning handle" is? Jpon request from your mechanical maintenance eam at the previous project, we have provided he 2D assembly drawings together with part Irawings in order to assemble the parts and to dentify the parts number. Are they all right with
Bidder's unis correct. As Bidder's und is correct. As Clarified an tender.

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04	3		25	24	23	22	2
6			29	29	27	27	
9.1 v		9.1 iii	VII 8.4	VII 5.3 Section	Section	Section VII 4.5	Section
PLC Programs & parameters in hard copy	errors	pictorial form of error finding of all possible		LED LAMPS	FLUORESCENT/	Spares	Topic
			1 Stand by each) of suitable capacity finishing machine? with dryers, controls, piping etc. for operation of the printing machine .			"Spare parts list shall be classified as First wiring spares, General Spares and rarely use spare parts for	Requirements / Specifications
As hard-copy of PLC program is impractical As per tender, 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	and their suggested diagnostic and remedial faulty location/item shall guidance" which is mentioned in 9.1 vi? be shown display monitor in the street of th	Please elaborate what "pictorial form of As per tender. For error finding of all possible errors" is? Does troubleshooting and	pecification irrelevant to	factory in this context? If so, is this required bottom of the machine as specification irrelevant to finishing machine? well. Point is clarified.		"Spare parts list shall be classified as Please elaborate what "First wiring" is? First wiring spares, General Spares and rarely use spare parts for	Queries of M/s. Uno Seisakusho Co. Ltd., BNP Reply
As per tender.	rt error messages diagnosis of problems, sstic and remedial faulty location/item shall be shown display monitor	As per tender. For troubleshooting and	One spare for CNP's 2 machine, One spare for BNP	so, is this required bottom of the machine as finishing machine? well. Point is clarified.		Typo error. It is "Fast wearing". Point clarified.	BNP Reply

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	Section	XVIII	Control of the contro			Section X 1.	a
	NEFT Mandate	for payments				MSMEs Status	Topic
UNO Scope UNO Scope Carrier to the scope of the scope o			Women category. (please specify names and percentage of shares held by SC/ ST Partners):	(d) MSME Registration No. (with copy of registration): (e) Udyog Aadhaar Memorandum No (f) Whether proprietor/ Partner belongs to 66/67	(b) Micro/ Small/ Medium Enterprise/ SS11 Govt. Deptt/ PSU/ others: (c) Name of MSME Registering Body [NSIC/DIC/KVIC/KVIB etc.).	(a) Company/ Partnership Firm/ Proprietary Concern/Society/ Trust/ NGO/others (please specify:	Requirements / Specifications
	Is this format irrelevant to a foreign bidder? Because SPMCIL makes payments through LC.	Is this format irrelevant to a foreign bidder? Because SPMCIL makes payments through LC.			corporations? If so, should we keep these questions blank?	Are these questions applicable only to local bidders because MSME is supporting Indian	Queries of M/s. Uno Seisakusho Co. Ltd., Japan RNP Ranky
COLLECT	Bidder's understanding is				correct	Bidder's	BND Repolv

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