

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

Sr. No.	Reference in tender document	Query of <u>M/s. Koenig &amp; Bauer Banknote Solution</u>	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. <b>Please confirm your agreement.</b>	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. <b>Please confirm your agreement.</b>	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 <b>Please confirm the optimized delivery schedule for pre-dispatch inspection.</b>	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? <b>Please clarify.</b>	For Commissioning it will be seller's material.

**Bidder representative**

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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 SPMCL 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 SPMCL 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 <a href="https://bnpdewas.spmcl.com/UploadDocument/Track%20and%20Trace-Final%20Tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf">https://bnpdewas.spmcl.com/UploadDocument/Track%20and%20Trace-Final%20Tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf</a>
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".	Financial bid <a href="https://bnpdewas.spmcl.com/UploadDocument/Financial%20Bid-Track%20and%20Trace.63756278-4bae-4a20-90ba-c6fdbd4b5344.pdf">https://bnpdewas.spmcl.com/UploadDocument/Financial%20Bid-Track%20and%20Trace.63756278-4bae-4a20-90ba-c6fdbd4b5344.pdf</a> 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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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 <a href="https://bnpdewas.spmcil.com/UploadDocument/Track%20and%20Trace-Final%20tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf">https://bnpdewas.spmcil.com/UploadDocument/Track%20and%20Trace-Final%20tender.1e3307d9-e9f5-4030-a956-a5324bb13764.pdf</a> Financial bid <a href="https://bnpdewas.spmcil.com/UploadDocument/Financial%20Bid-Track%20and%20Trace.63756278-4bae-4a20-90ba-c6fddb4b5344.pdf">https://bnpdewas.spmcil.com/UploadDocument/Financial%20Bid-Track%20and%20Trace.63756278-4bae-4a20-90ba-c6fddb4b5344.pdf</a>
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. Clarified.
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.

Bidder representative

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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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 2. 21/11/2020





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 SPMCL with all the necessary documents in order to build the network and to operate it with an OPC server software. 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 quotation.	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 will be provided to successful bidder.
12	20	Section VII 2.3	Face-up	Minimum cross: 4 notes Minimum down: 5 notes	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 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 Selsakusho 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 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.

Bidder representative

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No.	Page	Section	Topic	Requirements / Specifications	Queries of M/s. Uno Seisakusho Co. Ltd., Japan	BNP Reply
31	35	Section X 1.	MSMEs Status	(a) Company/ Partnership Firm/ Proprietary Concern /Society/ Trust/ NGO/others (please specify: (b) Micro/ Small/ Medium Enterprise/ SS11 Govt. Deptt/ PSU/ others: (c) Name of MSME Registering Body [NSIC/DIC/KVIC/KVIB etc.]; (d) MSME Registration No. (with copy of registration); (e) Udyog Aadhaar Memorandum No (f) Whether proprietor/ Partner belongs to SC/ ST or Women category. (please specify names and percentage of shares held by SC/ ST Partners):	Are these questions applicable only to local bidders because MSME is supporting Indian corporations? If so, should we keep these questions blank?	Bidder's understanding is correct
32	49	Section XVIII	Proforma of Bills for payments		Is this format irrelevant to a foreign bidder? Because SPMCL makes payments through LC.	Bidder's understanding is correct
33	50	Section XIX	NEFT Mandate		Is this format irrelevant to a foreign bidder? Because SPMCL makes payments through LC.	Bidder's understanding is correct.

**Bidder representative**

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