

**MINUTES OF PRE BID MEETING FOR**  
**EMPANELMENT OF OEMs OF SAFES & STRONG ROOM DOORS**

**Ref: RFP No. CO/SECY/EMPNL/2021-22/87/582 dated 10 Mar 2022**

1. Pre-bid meeting was held on 22 Mar 2022 towards the RFP for the empanelment of Original Equipment Manufacturers (OEM) of Safes & Strong Room Doors (SRD). The queries raised by various vendors were received and discussed in a fair and transparent manner. Following officials from the Bank and the representatives of the firms attended the meeting:

Sr No	Name	Firm/Organization (M/s)
a.	Col AK Jha (Retd), AGM-CSO	Central Bank of India
b.	Vinod Sunotra, Sr Manager	Central Bank of India
c.	Mr Satyen Hadavale	Central Bank of India
d.	Mr Amit Purania	Central Bank of India
e.	Mr Schezad M Golimar	Godrej & Boyce
f.	Mr Prakash Kumar	Gunnebo India
g.	Mr Indranil Banerjee	Methodex Systems Pvt Ltd
h.	Mr Pavan Kini	Guardwel Industries

2. The queries of the vendors were discussed one by one and the decisions arrived at are enumerated as under:-

Ref	Existing Clause	Vendor proposing	Proposal/Query	Decision given
Pg 3, Para 4L	Validity period of the Price Bid is 180 days from the date of opening of Commercial Bid.	Godrej	It should be 1 year instead of 180 days	To be read as 'Validity period of the Bid'
Pg 3, Para 4P	Performance Bank Guarantee – 3% of the contract amount	Godrej	Kindly clarify	Since Bank has earmarked ₹ 1 Cr as minimum Turn Over for each Safe & SRD, the PBG would be considered as 3 % of ₹ 2 Crores.
Pg 6, Para 22 (c)	The H1 Bidder would be barred from proceeding ahead to the reverse auction stage.	Guardwel/ Methodex	H1 bidder should be given chance to participate in the Reverse Auction Stage.	No change
Pg 8, Para 29	Single Point of Contact & Direct Support	Godrej	Are the orders going to be placed centrally?	The orders would be placed by our Zonal/Regional Offices. However, the

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				Bank requires a Single point of contact across the country for the award of Purchase Order to the Firm.
Pg 11, Table 2	Turnover in ₹ amounting to ₹ 2 Crore through Sale of SRD & Safe with a minimum of ₹ 1 Crore EACH through sale of SRD AND CASH/GOLD SAFE only	Godrej	Keep minimum of ₹ 25 Cr	No change
Pg 11, Table 2	Profit after Tax	Safeage	Kindly clarify the column for profit after tax , shall it be overall profit of the company or shall it be specific profit from SRD and safe. Also kindly please note , specific Profit after tax can only be a estimated figure as balance sheet are made from overall figures of the company.	Profit after Tax of the Balance Sheet has to be considered.
Pg 15, Para 4	The manufacturers should have minimum five (05) years of experience in the field of manufacturing, supplying and maintaining the SRD AND Safe as on 31 Mar 2022.	Guardwel	For consistency of better product quality, experience, production capacity and Financial strength of a supplier, we suggest that the minimum experience should be 10 years.	No change
Pg 15, Para 5	The firm must have an annual turnover through sale of SRD AND Safe for minimum ₹ Two (2) Crore in each year during the last three financial years ended 31 Mar 2021, 31 Mar 2020 and 31 Mar 2019, with a minimum of ₹ 1 Crore through sale of SRD AND ₹ 1 Crore through sale of CASH/GOLD SAFE only. MSEs which are not Start-Ups should read minimum ₹ 0.75 Crore instead of ₹ One (1) Crore.	Guardwel/ Safeage/ Methodex	<b>Guardwel</b> – For a better financial standing and reliability of an OEM, we suggest that the average annual turnover should not be less that 10 Crores, so that there is a proper backup in terms of sales & service.  <b>Safeage</b> – We kindly request you to consider 3 financial years from last 5 financial years including the current FY 2021-2022 as the year is almost over. Also requesting you to consider the figures of FY2020 because hardly any	No change.



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			<p>quotation calling / open tenders were floated by banks due to Covid Lockdown and after recent merger banks are already carrying stock for SRD. Due to demand shrink , the figure in FY 2020 is tough to meet for MSME'S like us.</p> <p><b>Methodex</b> - Firm should have Average Turnover through Sale of SRD &amp; Safe minimum 10 Cr</p>	
Pg 15, Para 6	The vendor/firm should have positive net worth & must be in profit for the last three Financial Years.	Methodex	Audited Balance Sheet & Profit & Loss statement of last 5 years and all years should be profitable.	No change
Pg 15, Ann III, Pt 7	Manufacturers should have been empanelled with and/or should be having a Rate Contract with at least two (02) Public Sector Banks for supply of SRD.	Godrej/ Safeage/ Auro	<p><b>Godrej</b> - Request to make it minimum 5 PSU Banks</p> <p><b>Safeage</b> - Kindly request you to accept purchase orders/ contracts instead of empanelment, as most of the PSU'S are buying SRD through open Tender (SBI , BOB, BRKGB , etc) or through custom bid on GEM Portal. The concept of empanelment is eroding on a rapid pace.</p> <p><b>Auro</b> - The firm is empanelled with only one PSU Bank &amp; two other Gramin Banks. Request you to amend the prequalification criteria mentioned of the current tender so that technically qualified vendors like us do not get disqualified.</p>	<p>Purchase Order/ Contracts through GeM would be considered.</p> <p>No change in the numbers of PSUs.</p>
Pg 2, Para 4 F	Last date and time of submission of Tender	Godrej	Request extension the date of bid submission by at least One week due to the financial year end and related	No change

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			activities	
--	--	Methodex	We request Bank for factory visit for validation on technical evaluation and production capabilities.	Since the empanelment is for 1 year, the Bank will decide for the factory visit as a part of the Technical Evaluation Criteria.
Pg 21, Ann VI	Specification of Cash Safe	--	--	All the features (additional & extra additional) mentioned for the Safe are mandatory.

3. The Commercial Bid has been amended as follows:

SAFE (Class)	Price per Unit (₹) excluding Tax		Buyback of the existing/old SAFE excluding GST (₹)		Final Price (₹)	
	I		II		III = I - II	
Size of the Safe	49"	61"	49"	61"	49"	61"
BB						
A						
AA						
Jewel Safe BB						
Jewel Safe A						
Jewel Safe AA						

4. There being no further queries, the meeting was adjourned with vote of thanks to the representatives of the firms for the participation.

  
**Col AK Jha (Retd)**  
**AGM - Chief Security Officer**