

**MINUTES OF PRE BID MEETING EMPANELMENT AND RATE CONTRACT WITH OEM's FOR SAFES & STRONG ROOM DOORS WITH ACCESSORIES FOR BRANCHES (PAN INDIA)**

**Ref: Bid No: GEM/2025/B/6525939 dated 29 Aug 2025**

1. A pre-bid meeting was held as per schedule mentioned in the Bid Document at Conference Hall, 16<sup>th</sup> Floor Chandermukhi Building, Central Bank of India, Nariman Point, Mumbai at **1400 H** on **03 Sep 2025**. Following officials from the Bank and the representatives of the firms attended the meeting:-

S No.	Name	Firm/Organization
a.	Col AK Jha (Retd), AGM-CSO	Central Bank of India
b.	Lt Cdr Vibhav Trivedi (Retd), Manager Security	Central Bank of India
c.	Mr. Amit Puraniya, Manager Security	Central Bank of India
d.	Mr. Bhupendra Singh Karasi, Asst Manager Security	Central Bank of India
e.	Mr. Pankaj Kumar, Asst Manager Security	Central Bank of India
f.	Mr. Sushant Bhatt	M/s Godrej & Boyce Manufacturing Company Limited
g.	Mr. Amol Meshram	M/s Gunnebo India Pvt Ltd
h.	Mr. Indranil Banerjee	M/s Methodex Systems Pvt Ltd
i.	Mr. R Santosh	M/s Guardwel Industries Pvt Ltd
j.	Mr. P R Vijayan	M/s Safeage Security Products Pvt Ltd
k.	Ms. Yudhishthir Mathur	M/s Aurombica Engineering Co Pvt. Ltd

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

- a. Queries where **NO CHANGE** is proposed in the Bid Document are as under:

Ref Page and Sl. No	Existing Clause	Vendor proposing	Proposal/Query	Justification
Page 1. Bid Document	Safes V2 Category Clarification	Godrej & Boyce Manufacturing Company Limited, Gunnebo India Pvt Ltd.	Safes (V2), category is no longer active on GeM; only Safes (V3 – BIS 550:2022) is available. Kindly confirm if the requirement will be migrated to Safes (V3) to ensure smooth bidding and execution.	The Portal picks up the specifications from the Product available on GeM Portal. Since the RFP is already published, the same must be utilized for bidding.
Page 1 ATC Sl	Execution of work and liquidation damages	Godrej & Boyce	For removal of strong room door, the NoC to be given by bank to the vendor and	Tender already contains provision for clearance from an Architect to ascertain



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No.8 (a)		Manufacturing Company Limited	depending on the site constraints the civil work cost may vary, for which bank is requested to settle as per actuals.	structural adequacy.
Page 2 ATC Sl No. 9	AMC	Godrej & Boyce Manufacturing Company Limited	AMC for time lock and biometric lock will be given on chargeable basis post completion of warranty period of 1 year.	AMC rates are being obtained to enable the Bank to have an option to conclude an AMC, if desired.
Page 3 Bid document	E PBG Performance Guarantee Detail Bank	Godrej, Gunnebo India Pvt Ltd, Guardwel Industries Pvt Ltd.	Performance Bank Guarantee (3 % ) this is one time payable or against every purchase order.	Tender already stipulates PBG based upon the estimated Contract Value.
Page 1 Bid document	Bid validity.	Gunnebo India Pvt Ltd.	Will the total qty of each item be procured within 180 days, as it is bid validity?	Rates have been sought in order to enter into a contract with the qualified bidders. Orders will be placed by the Bank as per the RFP.
Page 1 ATC Sl No. 1	Placing of orders	Gunnebo India Pvt Ltd.	Orders will be placed Centrally or by Zones? Will orders be placed offline after validity expires?	
Page 1 ATC Sl No. 1	Rate Contract	Gunnebo India Pvt Ltd.	If empanelment is done how the rate contract be created in GEM?	
Page 15 ATC Annex IV Sl No. 10	Single Project Work Order in 2 PSUs/ PSBs/ Govt/ Semi Govt/ Pvt Organisations (each):	Guardwel Industries Pvt Ltd.	Instead of work order allow to attach work completion certificate.	RFP is clear about the documents to be attached. In case of large number of documents a Summary may be attached to facilitate evaluation.
Page 16 ATC Annex V-A	The Safe's Biometric Lock should be battery operated and no power connection should be required.	Methodex Systems Pvt Ltd	Currently, the biometric lock does not operate solely on battery power. It includes a battery backup for power failure scenarios.	RFP clearly stipulates a wireless power source for Biometric Lock.
Page 16 ATC Annex V-A	The safe shall have sensors to detect forced attempts to open the safe.	Methodex Systems Pvt Ltd	Need clarification i.e. which type of sensors are required like vibration sensor and the desired output.	Each firm has its own design and the same must ensure detection of attempts upon the safe. How will this be achieved will vary from firm to firm.





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Page 1 ATC Sl No. 1	Bid Type — Rate Contract / Empanelment style	Safeage Security Products Pvt Ltd	Mixing is invalid. Locks rates for years without genuine demand. Cancel current bid and re-issue only as (i) GeM procurement bid for defined schedules, or (ii) a separate RC/Framework process under DoE Manual. Delete all ARC/empanelment language from ATC.	IBA Guidelines 2016 recommend empanelment once in 3 years. Rate Contract will depend upon the Quote submitted and their acceptability to the Bank.
Page 11 ATC Annex III Sl No. e	Turnover Criteria — OEM ₹53 Cr; Bidder ₹20 Cr	Safeage Security Products Pvt Ltd	Reduce turnover threshold for MSMEs to ₹5–10 Cr; allow BIS license + CA certificate as alternative compliance.	RFP provides a concession in Turnover by allowing ₹ 18 Crores apart from exemption from the EMD and Tender Fee, as applicable.
Page 2 Bid document	Experience Requirement — 80% supply in one FY	Safeage Security Products Pvt Ltd	Accept MSME past supplies at 20–30% of bid qty in one FY OR cumulative PSU/Bank/NBFC/Govt contracts.	RFP clearly lays down the documents required.
Page 11 ATC Annex III Sl No. a	OEM Age — $\geq 10$ years	Safeage Security Products Pvt Ltd	Reduce to 5 years for MSMEs OR accept BIS license + 3 years' manufacturing record.	As per IBA Guidelines 2016.
Page 12 ATC Annex III Sl No. m	Solvency / Financial Standing — ₹4 Cr; bar on proceedings	Safeage Security Products Pvt Ltd	Reduce solvency to ₹1 Cr for MSMEs; restrict bar only to current insolvency, not past proceedings.	No change recommended in order to ensure credibility of qualified bidders. No change from the process done in 2022.
Page 11 ATC Annex III Sl No. k	Dealer Network — PAN-India centers	Safeage Security Products Pvt Ltd	Accept regional presence OR SLA-based service commitments.	Not recommended in order to ensure quality 'Service'.
Page 2 ATC Sl No. 9	AMC — 4 years mandatory	Safeage Security Products Pvt Ltd	Make AMC optional; if required, procure separately via competitive process or as separately quoted line item.	AMC rates are being obtained to enable the Bank to have an option to conclude an AMC, if desired.
Page 12 ATC Annex III Sl No. n	Manufacturing Capacity — $4\times$ requirement	Safeage Security Products Pvt Ltd	For MSMEs, cap at $2\times$ requirement with delivery commitments and penalties only for proven delays.	Not recommended for acceptance due to the recent issues faced by a few PSBs related to timely fulfillment of demands.
Page 2 ATC Sl No. 10	Testing — 1 in 50 units destructively tested at OEM cost	Safeage Security Products Pvt Ltd	Restrict destructive testing to type-approval/first lot. Subsequent random testing at Bank's cost, with replacement only if proven defect and testing shall be in	Essential to ensure quality post providing adequate business.



Ref Page and Sl. No	Existing Clause	Vendor proposing	Proposal/Query	Justification
			presence of the OEM.	
Page 11 ATC Annex III Sl No. j	Debarment — Broad blacklist power	Safeage Security Products Pvt Ltd	Amend clause to provide: (i) show-cause notice, (ii) 30 days to reply, (iii) independent committee hearing, (iv) proportionate penalty (limited suspension or damages), (v) no permanent bar.	Essential to prevent entry of firms which are un-desirable.
Page 11 ATC Annex III Sl No. j	Debarment due to other PSU's blacklisting	Safeage Security Products Pvt Ltd	Delete automatic disqualification clause; Bank must independently issue its own show-cause and order and allow other organization's internally debarred bidders if debarment is of administrative nature and internal.	
Page 11 ATC Annex III Sl No. c	Technical Clause — In-house manufacturing of key locks	Safeage Security Products Pvt Ltd	Permit MSMEs to source ISI/BIS-certified key locks from licensed OEMs, at par with biometric locks.	Essential to ensure security.
Page 2 Bid document	Reservation for MSMEs — Not specified	Safeage Security Products Pvt Ltd	Reserve 25% procurement for MSMEs, including 4% SC/ST and 3% women entrepreneurs, with price preference matching and have separate Prequalification criteria.	RFP provides a concession in Turnover by allowing ₹ 18 Crores apart from exemption from the EMD and Tender Fee, as applicable.

b. Suggestions which have been accepted and necessitate issue of a 'Corrigendum' to the Bid Document are as under(amendments in **BOLD**):

Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
Page 16 ATC Annex V-A	Duress alarm - Under Duress opening, the safe should open immediately.	Guardwel Industries Pvt Ltd.	Correction in the Bid. The Duress alarm unit may be connected to the safe in both Wired and Wireless. For the first case i.e. wired following is to be ensured: i. The connecting wire should be temper proof and must generate an alert if tempered. ii. The required civil work in this regard will be done by	Duress Alarm - Under Duress opening, the safe should open immediately.  <b>The Duress Alarm Unit may be provided power through a 'Wired' and 'Wireless' arrangement. However, in case of the 'Wired' option the Service Provider will ensure the following:</b> <b>i. 'Wire' must be 'Tamper Proof' meaning that it must generate an 'Alert' in case being tampered with or</b>



Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
			the Service Provider.	<b>in case of Power Failure.</b> <b>ii. The required Civil Work must be done to ensure good ambience.</b>

3. There being no further queries, the meeting was adjourned.



*(K.K.)*

(Kousik K Kala).

General Manager – Business Support Department

*20/06/25*





**TENDER FOR EMPANELMENT AND RATE CONTRACT WITH OEM's FOR SAFES & STRONG ROOM DOORS WITH ACCESSORIES FOR BRANCHES (PAN INDIA)**

Reference: - Bid No: GEM/2025/B/6525939 dated 29 Aug 2025

**CORRIGENDUM**

Based upon the proceedings of the Pre-Bid meeting held on 03 Sep 2025 and correspondences received from firms, following clarification is hereby given:

SR NO	FOR	READ
Page 16, Annex V-A ATC	Duress alarm - Under Duress opening, the safe should open immediately.	The Duress Alarm Unit may be provided power through a 'Wired' and 'Wireless' arrangement. However, in case of the 'Wired' option the Service Provider will ensure the following: i. 'Wire' must be 'Tamper Proof' meaning that it must generate an 'Alert' in case being tampered with or in case of Power Failure. ii. The required Civil Work must be done to ensure good ambience.

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(K K Kala)  
General Manager-BSD

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