

ALL INDIA INSTITUTE OF MEDICAL SCIENCES, JODHPUR

Date:-15-09-2016

Corrigendum

for

Tender for Supply, Installation, Testing and Commissioning of Sound Reinforcement & Video Switching System for Auditorium

At

AIIMS, Jodhpur.

NIT Issue Date	: 26 th August, 2016
NIT No.	: AIIMS-JDH/EE/CIVIL/2016-17/Audi/02
Clarification/Addendum	
& Technical Specifications issue date	: 01 st September, 2016
Pre Bid Meeting held on	: 2 nd September, 2016
Original last date of Submission	: 19 th September, 2016 at 03:00 PM
Original date, time and place of tender Opening of technical bid	: 19 th September, 2016, 3:30 P.M. in the Committee room, Medical College , AIIMS, Jodhpur.
Revised last date of Submission	: 26 th September, 2016 at 03:00 PM
Revised date, time and place of tender Opening of technical bid	: 26 th September, 2016, 3:30 P.M. in the Committee room, Medical College , AIIMS, Jodhpur.

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Name of the work: Supply, Installation, Testing and Commissioning of Sound Reinforcement & Video Switching System for Auditorium at AIIMS, JODHPUR.

N.I.T. No.: AIIMS-JDH/EE/CIVIL/2016-17/Audi/02

02nd September 2016 Pre Bid meeting minutes

The tender for Auditorium interiors were uploaded on Friday 26th August, 2016 in compliance to Director, AIIMS, JODHPUR approval on 20th August, 2016. Pre-bid meeting was held on 02nd September, 2016.

Following Bidders attended the Pre-bid meeting-

S. No.	Name of Bidder	Representative Name	Mobile / Contact No.	E-mail address
1.	M/s Bosch	Mr. Himanshu Bhardwaj	+91-9899862617	himanshubhardwaj@in.bosch.com
2.	M/s Vedant Synergy Pvt. Ltd.	Mr. Yogesh Upadhyay	+91-76651012306	yogesh.vspl@icloud.com
3.	M/s Bose	Mr. Antriksh Verma	+91-9711283821	antriksh_verma@bose.com
4.	M/s. Godrej Interio	Mr. Pradeep Tyagi	+91-9999970841	ptyagi@godrej.com
		Mr. Manoj Kaushik	+91-9649876211	mkaushik@godrej.com
		Mr. Sameer	+91-9828888574	sameerk@godrej.com
5.	M/s Hitech Audio Systems	Mr. Pradeep Kumar	+91-9772022223	bdm.raj@hitechaudiosystems.com
		Mr. Vaibhav Kumar	+91-9910891595	vaibhav@hitechaudiosystems.com

Following Bidders submitted their queries through e-mail and not attended pre bid meeting in person-

S. No.	Name of Bidder	Through E-mail address
1.	M/s Modern Radio House	support@mrhindia.com
2.	M/s A.V. Science & Technologies Pvt. Ltd.	prasad@avsscience.in

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Following officers / consultant from AIIMS-Jodhpur side were present in the Pre-bid meeting-

S. No.	Name	Designation
1.	Mr. V.N. Purandre	Auditorium Interior Consultant
2.	Dr. Shilajit Bhattacharya	Professor & Head, Department of Pathology, AIIMS-Jodhpur
3.	Mr. R.K. Joshi	Superintending Engineer, AIIMS-Jodhpur
4.	Mr. Sunil Mathur	Executive Engineer (Civil), AIIMS-Jodhpur
5.	Mr. S.N. Gurjar	Accounts Officer, AIIMS-Jodhpur
6.	Mr. Vivek Bhardwaj	Manager (Civil), HLL, AIIMS-Jodhpur
7.	Mr. Yogesh Mathur	Project Engineer (Civil), HLL, AIIMS-Jodhpur
8.	Mr. Shital Kumar Mathur	Electrical Engineer, AIIMS-Jodhpur
9.	Mr. Kunal Utralia	Junior Engineer (Electrical), AIIMS-Jodhpur
10.	Mr. Mohit Mathur	Junior Engineer (I.T.), AIIMS-Jodhpur

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Pre-bid queries and reply

S. NO.	QUERY	REPLY
1.	Query from- M/s Bosch(Electro Voice)	Reply
	<p>EV products are complying the tender specs stated in the Tender. We are also enclosing the Compliance sheet mentioning our equivalent models for your kind perusal.</p> <p>We would also like to bring it to your attention that two of the three Approved Brand namely –Bose and Martin Audio Line array speakers cannot match the specs as stated in the tender in full.</p> <p>L'Acoustic Kara may match the specs as stated, but, it's a self powered line array, hence, if the same is selected, 6 Multi Channel Amplifiers asked for in the tender would not have any use.</p> <p>And, further, it would only favour one brand in this prestigious project, which is not in the interest of fair competition.</p> <p>Hence the tender specifications as stated in the tender, need correction, and the approved brands needs to include products and brands which match specifications in full.</p> <p>We would request you to include the Brand name "Electro-Voice" in the list of approved brands for 1. Speaker/ Subwoofer; 2. Amplifier; 3. Microphone; in the above stated tender and your organization can benefit from a better competition among brands.</p>	<p>Good representation by OEM submitted along with suggested models.</p> <p>Specifications of important items such as Line-Array element, 8 Ch 4000 w Power Amplifier, Duel Ch Power amplifier, Digital mixing console, Stage monitor speakers are not matching. Even if many other items are matching, technically it is always preferred to have DSP, amplifier & speakers of same make. Hence we do not recommend to add these models to approved makes list.</p>
2.	Query from- M/s Bose Corporation	Reply
	<p>We would request to amend the subjected clause, MAF should be submitted at the time of submission rather than after the submission. It would be beneficial for your good self as only capable people (dealers and system integrators) would be</p>	<p>Similar condition exist in special conditions of contract in the tender document.</p>

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	biddings for this prestigious works.	
3.	Query from- M/s Godrej Interio (Same Common queries raised for both NIT (02) and NIT(03), so queries & replies mentioned in both	Reply
	Kindly share the equipment placement of all devices to check the workability and feasibility of the audio video solution. Since shared layouts in pdf dimensions are not very clear would required layout in CAD format.	Equipment placement drawings will be given to the successful bidder for execution.
	From HDMI switcher output VC device is not considered kindly confirm for same.	HDMI switcher to VC device is not necessary.
	Only single input to the streamer/recorder if considered thus it will capture only presenter or content not both. Audio connection is not considered for streamer/recorder kindly confirm for the same.	Audio i/p to be considered for streamer.
	Need to have functioning documents specifically related to audio videos, mentioning what all functions are to be achieved.	Functionality documents cannot be given to bidders but may be discussed with successful bidder.
4.	Query from- –M/s Hitech Audio Systems	Reply
	The vendor should give 3 D model with direct DP coverage with the technical bid. Technical bid should be having all the makes along with specific model numbers with quantity.	Make ,technical Specifications exists in the tender document.
	Is VAT registration required in Rajasthan? Please see and guide.	The firm should be registered with central sales tax.
5.	Query from- M/s. A.V. Science & Technologies Pvt. Ltd. (Query received through e-mail on 31-8-2016,8:00 P.M)	Reply
	1) Referring Tender Clause no. 1 on Page No. 4 of the above said NIT-The department has asked in the tender that " Approved & eligible contractors & those of appropriate class of CPWD, MES, BRO, BSNL, RAILWAY & State government department for the following work at AIIMS, Jodhpur -342005 (Rajasthan) ". Sir, we would like to inform you that this is a specialized work to be done by specialized agencies and there is no such agency available in the field who has registration in the appropriate class and such clause is applicable for civil works only .Hence you are requested to relax the said clause so that more bidders can participate and department has strong competition & better pricing.	Tender clause no 1: Contractor should be registered with Govt/ Semi Govt organizations like CPWD,PWD, BRO, MES: this is the criteria of CPWD, however we will also consider the contractors having equivalent experience in non Govt projects.

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	<p>2) We have gone through the NIT and found that the product specifications are missing in the both tender documents for Sound Reinforcement, Video Switching and Video Projection & Control System respectively. Sir, without tender specifications or model numbers of the product won't be possible for the bidders to quote the tender at present. You are requested to fix the generalize specifications in the tender so that bidder can quote accordingly.</p>	<p>Technical specifications are already uploaded so the point is invalidated.</p>
	<p>3) Sir, we would like to inform you that MARTIN AUDIO make is not having installation base and direct OEM presence in India, hence Martin Audio make should be deleted from the NIT and request you to approve Harman Group's USA brands i.e. "JBL, CROWN, BSS & AKG" for Speakers, Amplifiers and Digital Signal Processor & Microphones respectively in the respective category, which is having installation base & world class service support facility in India.</p>	<p>These are specialized works so make recommended by consultant have been taken. A Bidder should not ask or give directions for inclusion of a particular brand/ make for his benefits. We could have considered the brand for evaluation only if the suggestion submitted directly by OEM along with the list of equivalent models & specification sheets.</p>
6.	<p>Query from- Bidder Name-M/s. Modern Radio House. (Query received through e-mail on 1-9-2016, 07:18 P.M.)</p>	Reply
	<p>1) ELIGIBILITY CRITERIA</p>	
	<p>In the NIT, you have asked for the registration of Contractor with Govt. / Semi Govt. organization like railways, PWD, CPWD, BRO, MES, etc. in appropriate class. Remark: We would like to bring into your notice that there is no category for audio visual system integrator in any Govt. department such as PWD, CPWD, MES, etc. We actively work for these departments and have registered our company on their e-tendering/e-procurement websites. However, no such direct registration is required in said organizations and therefore this point is not valid and should be removed or should be amended if this is compulsory, as "the contractor has to register himself in you e-tendering portal - www.tender.gov.in [1] to participate in the tender".</p>	<p>Contractor should be registered with Govt/ Semi Govt organizations like CPWD,PWD, BRO, MES: this is the criteria of CPWD, however we will also consider the contractors having equivalent experience in non Govt projects.</p>
	<p>2) ADDITIONAL CONDITIONS OF THE CONTRACT-</p>	
	<p>1) REFER POINT NO. 4, ON PAGE NO. 25: We fail to understand that how can the approximate BOQ be put in the tender and then later on be changed at the discretion of the client / consultant. However why such</p>	<p>Point no 4 Page 125: The system is designed by specialised consultant but quantities of some items may change (like wires, cables, connectors etc)</p>

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	<p>changes need to happen when , the Specialized Av consultant is already on-board who has derived the quantities after simulating the design in the audio simulation softwares and doing scientific calculations.</p>	<p>depending on site conditions. Hence quantities can change and billed as per actual installed.</p>
	<p>2) REFER POINT NO. 11, ON PAGE NO. 125: Mock-up - This point is not valid as the consultant has only chosen the specific materials / products / items for the execution work. Hence there is no requirement to create Mock-up for Av items but however for other acoustic items it's OK to show case only the type of paneling or respective items and there should not be any requirement of taking approval from the consultant on Av products / items which have been selected and put in the tender by him only.</p>	<p>Point no 11 Page 125 Mock-up: The knowledge & experience of the contractor is also very important & there is no harm in putting the mock-up of specific things if asked by engineer in-charge.</p>
	<p>3) REFER POINT NO. 3, 20, 21 ON PAGE NO. 125 & 126: We understand that the client has hired a consultant (M/s. V.N. Purandare) for designing of audio visual system who is responsible for the design deliverables of the system. Therefore point no. 21 of additional condition of the tender document is not valid. The system has already been designed by the consultant and the detailed BOQ has already been floated in the tender for which the tenderer has to bid. Therefore the onus of 3-D modeling in Audio simulation software with speaker locations, Acoustics, SPL, STI, Calculations etc. lies with the on-board consultant not with the tenderer. Accordingly the submission of all block schematics of video and audio systems (as given in the point no. 20 of additional conditions on page no. 126) and point no. 3 should not be in the scope of the bidder as this is the responsibility of the consultant. However as built drawings should be provided by the integrator.</p>	<p>Point no. 3, 20, 21 Page 125,126: Again it is very important that the contractor should be very experienced and all these technical submissions are required to know the understanding of the contractor. The bidder must follow the tender design and BOQ.</p>
	<p>4) We request you to kindly confirm whether we have to follow the consultant's design or have to create our own design.</p>	
	<p>3) BOQ AND EQUIVALENT MAKES- This tender seems to be a fixed tender, open for manipulation and not as per the CVC guideline and it would seem to encourage monopolization and cartelization of the tender because of the following reasons: 1) TECHNICAL SPECIFICATIONS: The detailed technical specifications against each item of the BOQ have not been given in the tender. Hence the description / specifications are vague and at places not given and can be manipulated to favour some specific brand.</p>	<p>Technical specifications are already uploaded so the point is invalidated.</p>
	<p>2) EQUIVALENT MAKES: The approved makes specified in the tender are not at par with each other technically and commercially which is against the CVC guidelines. A copy of the analysis of rates should be shared with all the Vendors.</p>	<p>These are specialized works so make recommended by consultant have been taken.</p>

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Query of Modern Radio House continued				Reply
S.No. as per the Financial Bid in the Tender	Item description	Approved makes	Remarks	
1 to 12	All kinds of line array speakers, Flying Subwoofer, Hanging/Mounting arrangement/ array frames and loudspeakers	L-Acoustics / Bose / Martin Audio	<p>The complete tender has been made to support an integration company i.e. M/s. Hitech Audio Systems who is the sole distributor/dealer Of the two of the three approved brands and the same are being controlled by them and the third brand Martin audio is almost non existant in the market and is commercially not at par with the other two brands. Hence it is restricting the competition in the tendering process.</p> <p>Also please note that the brand Martin Audio is not presented by a National Distributor and has no service facility / support and on the other hand it cannot be compared with "Bose" / "L-Acoustics".</p> <p>Hence We request you to please add and approve, "QSC" to increase the competition. The same had been approved by PWD and CPWD and many other government departments for many of their tenders. The copy of the NIT is enclosed herewith for your kind reference and perusal.</p>	<p>L- Acoustics/ Bose/ Martin Audio: The allegation of supporting only one contractor is completely invalid. Any bidder can purchase the material from the OEM directly.</p> <p>A Bidder should not ask or give directions for inclusion of a particular brand/ make for his benefits. We could have considered the brand for evaluation only if the suggestion submitted directly by OEM along with the list of equivalent models & specification sheets.</p>
23	Digital Mixing Console	DigiDesign / Digico / Midas		Digital mixing console & Amplifiers: The information given by you is not correct & misleading regarding the price difference as well as availability.

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13, 14, 15, 16,	All kinds of Amplifiers	Bose / Powersoft / Labgruppen	<p>The cost of the "Powersoft" is very less (approximately 40-50%) as compared to the cost of the "Lapgruppen" amplifiers and "Bose" do not manufacturer these type of amplifiers and hence is out of competition.</p> <p>The only option is left with the contractor to choose the brand out of the approved brand is Lapgruppen. Therefore we request you to please add "QSC" brand. The reference have already been given as above.</p>	Digital mixing console & Amplifiers: The information given by you is not correct & misleading regarding the price difference as well as availability.
21	Surround Pre-amplifier	Denon or equivalent	By adding the word equivalent, the department has not only violated the CVC guidelines. This would open up a Pandora's box and would act as a loophole in the tender hence brands like QSC can be added to get his item.	Surround Pre-amplifier: the contractor can supply the equivalent of Denon but should have prior approval from engineer in-charge. Bidder can submit product specifications in technical bid for this item.
SH II - 1, 2, 3	SH II - Video Switching Systems	Extron / Crestron / Kramer	The approved brands are not technically and commercially at par therefore "ATEN" brand should be added in the list of approved brands.	Extron / Crestron / Kramer are well known and widely used brands. Bidder cannot suggest any specific brand for his benefit.
<p>Analysis of rates and comparative model nos.</p> <p>We request you to kindly provide us the copy of AOR along with the models of each brand approved in the tender.</p> <p>Keeping these facts in consideration, we would request you to kindly revisit the terms & conditions, technical and commercially comparisons and revise the tender accordingly, so that there will be fair and healthy competition in the tendering. Also make the technical specifications more generic in nature to encourage the contractors to participate in the tender and give you the price competitive solution.</p>			Analysis of Rates & Comparative Model nos: Although the analysis is done, giving such information will completely defeat the purpose of tendering and this is against the norms of tender process.	
Also please extend the date of submission of tender bid to enable us to take the necessary inputs from the market.			Time given for the tender is as per norms .	

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	<p>If the tender is called as it is, it would seem to be a fixed tender, open for manipulation and not as per CVC guideline and it would seem to encourage monopolization and cartelization of the tender.</p> <p>We hope you would take our advice in the right spirit and do what is necessary to ensure free and fair tendering.</p>	<p>Sending the copies of the letter to Ministry & CVC before receiving reply from Pre-bid meeting, making baseless allegations and not attending the Pre-bid meeting for discussions with open mind, is not a healthy approach towards a success of project.</p>
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Note:- Representative from M/s Synergy had attended pre bid meeting with representative of M/s Bosch (EV). He had no separate queries.

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CORRIGENDUM / ADDENDUM

CORRIGENDUM			
S. No.	Reference page no.	For	Read as
1.	Page No. 5 Item No. 15.a Under Sub Head Criteria of eligibility	15.a) Contractor should have registration with Govt. / Semi Govt. organization like railways, P.W.D., C.P.W.D., B.R.O., M.E.S etc. in appropriate class.	15.a) Contractor should have registration with Govt. / Semi Govt. organization like railways, PWD, CPWD, BRO, MES etc. in appropriate class and / or having experience in carrying out similar jobs.

S.No.	ADDENDUM
1.	Item no. 21 of Schedule of quantities of financial Bid:-Surround Pre-amplifier: the contractor can supply the equivalent of Denon but should have prior approval from engineer in-charge. Bidder can submit product specifications in technical bid for this item.

(Note: The Clarification/Addendum & technical specifications uploaded on 1st September, 2016 and Corrigendum uploaded on 15th September, 2016 shall become part of tender document uploaded on 26th August 2016.)