

Commercial clarifications discussed during Pre-Bid meeting with respect to Annexure B of tender documents and BEML reply is indicated below :

- 1) **Page 1 , SI no 1.** Bidders needed confirmation, is there data limit while uploading the scanned or soft copy reference documents or catalogues or technical datas during uploading of technical bid or Price bid documents in BEML SRM system.

BEML Reply : There is no restriction on the number of files to be uploaded. However, file size limit is upto 5MB for each file in BEML SRM system.

- 2) **Page 1, SI no 1.** Bidders requested if the folders can be renamed in BEML SRM system as i) Technical bid folder and ii) Price bid folder names for each identification.

BEML Reply : Renaming of folders as i) Technical **bid** folder and ii) Price bid folder is not possible in BEML SRM System.

All technical related documents and technical bids to be attached in **CFolder technical attachments** under the main Tab **RFX information**.

Price to be entered in **Price Conditions** and related Price Bid supporting documents to be attached under the main Tab **Notes and price attachments**.

- 3) **Page 2, SI no 3.** Earnest Money Deposit (EMD) :

i) Bidders requested for Format of BG towards EMD to be uploaded in BEML SRM system

BEML Reply : BG format for EMD enclosed along with corrigendum.

ii) Bidders requested for List of recommended foreign banks for issue of BG towards EMD

BEML Reply : List of Foreign Banks downloaded from RBI website is given below :

Website link : <https://www.rbi.org.in/commonman/English/Scripts/BanksInIndia.aspx#FB>

| Financial Intermediaries Private-Foreign Banks | | | |
|--|--|----|--|
| 1. | Chief Executive Officer AB Bank Limited 41 / 42 Liberty Building, Sir Vithaldas Thakersey Marg, New Marine Lines, Mumbai - 400 020 | 2. | Chief Executive Officer Abu Dhabi Commercial Bank PJSC 75, Rehmat Manzil, Veer Nariman Road, Churchgate, Mumbai – 400 020 |
| 3. | Chief Executive Officer American Express Banking Corp. Cyber City, Tower "C", DLF Building No.8 Sector - 25, DLF City Phase - II, Gurugram – 122 002 | 4. | Chief Executive Officer Australia & New Zealand Banking Group Limited, 'Cynergy', A-1 Ground Floor & A- 6th Floor, Appa Saheb Marathe Marg, Prabhadevi, Mumbai – 400 025 |
| 5. | Chief Executive Officer Barclays Bank Plc 801 – 808, Ceejay House, Shivsagar Estate | 6. | Chief Executive Officer Bank of America Corporate Office, 18th Floor, A Wing, |

| | | | |
|-----|--|-----|---|
| | Dr. Annie Besant Road, Worli Mumbai – 400 018 | | One BKC, G Block, Bandra Kurla Complex, Bandra (East) Mumbai - 400 021 |
| 7. | Chief Executive Officer Bank of Bahrain and Kuwait B.S.C. 225, Ground Floor, Jolly Maker Chambers II, Nariman Point, Mumbai - 400 021 | 8. | Chief Executive Officer Bank of Ceylon No. 20/21, Casa Major Road, Zerald Garden, 2nd Lane, Egmore, Chennai - 600 008 |
| 9. | Chief Executive Officer Bank of China 4th Floor, 4th North Avenue, Maker Maxcity, Bandra Kurla Complex Bandra (East) Mumbai-400051 | 10. | Chief Executive Officer Bank of Nova Scotia Mittal Tower, 'B' Wing, Ground Floor, Nariman Point, Mumbai - 400 021 |
| 11. | Chief Executive Officer BNP Paribas BNP Paribas House, 1 North Avenue, Maker Maxity Bandra Kurla Complex, Bandra (East) Mumbai - 400 001 | 12. | Chief Executive Officer Citibank N.A. 8th Floor, FIFC Building C - 54 & 55, G Block, Bandra - Kurla Complex, Bandra (East) Mumbai - 400 051 |
| 13. | Chief Executive Officer Coöperatieve Centrale Raiffeisen- Boerenleenbank B.A. 20th Floor, Peninsula Business Park, Tower A, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013 | 14. | Chief Executive Officer Credit Agricole Corporate & Investment Bank 11th, 12th & 14th Floor, Hoechst House, Nariman Point, Mumbai - 400 021 |
| 15. | Chief Executive Officer Credit Suisse A.G 10th Floor, Ceejay House, Plot F, Shivsagar Estate, Dr. Annie Besant Road, Worli, Mumbai – 400 018 | 16. | Chief Executive Officer CTBC Bank Co. Limited Upper Ground Floor, Birla Tower, 25, Barakhamba Road New Delhi - 110 001 |
| 17. | Managing Director & CEO DBS Bank India Limited GF : Nos.11 & 12, FF- Nos. 110 to 115, Capital Point, BKS Marg, Connaught Place, New Delhi – 110001 | 18. | Chief Executive Officer Deutsche Bank A.G., Deutsche Bank House Hazarimal Somani Marg, Fort, Mumbai - 400 001 |
| 19. | Chief Executive Officer Doha Bank Q.P.S.C Sakhar Bhavan, Ground Floor, Plot No 230, Block No III, Backbay Reclamation, Nariman Point, Mumbai - 400 021 | 20. | Chief Executive Officer Emirates NBD Bank PJSC Ground & 1st Floor 5, North Avenue, Maker Maxity Bandra Kurla Complex Bandra (East) Mumbai – 400 051 |
| 21. | Chief Executive Officer First Abu Dhabi Bank PJSC Unit 1101 & 1201, Platina, C - 59, G Block, Bandra Kurla Complex Bandra (East) Mumbai - 400 021 | 22. | Chief Executive Officer FirstRand Bank Limited 4th floor, TCG Financial Centre C – 53, "G" Block Bandra Kurla complex, Bandra (East) Mumbai – 400 051 |
| 23. | Chief Executive Officer Hong Kong and Shanghai Banking Corporation Limited 52/60, Mahatma Gandhi Road, Mumbai - 400 001 | 24. | Chief Executive Officer Industrial & Commercial Bank of China Limited, 801, 8th Floor, A – Wing, ONE BKC, C – 66, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 |
| 25. | Chief Executive Officer Industrial Bank of Korea 403, 4th Floor, World Mark 2 Asset 8, Hospitality District | 26. | Chief Executive Officer JP Morgan Chase Bank N.A. J.P Morgan Tower, Off. C.S.T Road, |

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|-----|--|-----|---|
| | Aerocity, New Delhi – 110 037 | | Kalina, Santacruz (East) Mumbai – 400 098 |
| 27. | Chief Executive Officer JSC VTB Bank Regus Connaught Place Business Centre, Level 1, Red Fort Capital Parsavnath Towers, Bhai Veer Singh Marg, Gole Market, New Delhi 110001. | 28. | Chief Executive Officer KEB Hana Bank 4th Floor, Bannari Amman Towers, No. 29, Radhakrishnan Road Mylapore Chennai – 600 004 |
| 29. | Chief Executive Officer Kookmin Bank Unit No. 2B/2, 2nd floor Two Horizon Centre Golf Course Road, DLF Phase 5 Sector 43, Gurugram – 122002 Haryana | 30. | Chief Executive Officer Krung Thai Bank Public Co. Limited 62, 6th Floor, Maker Chambers VI, Nariman Point, Mumbai - 400 021 |
| 31. | Chief Executive Officer Mashreqbank PSC 1305, Raheja Centre Free Press Journal Marg Nariman Point, Mumbai - 400 021 | 32. | Chief Executive Officer Mizuho Bank Limited Level 17, Tower – A, Peninsula Business Park, Senapati Bapat Marg, Lower Parel Mumbai - 400 013 |
| 33. | Chief Executive Officer MUFG Bank, Ltd. Hoechst House, 15th Floor, 193, Vinay K. Shah Marg Nariman Point, Mumbai – 400 021 | 34. | Chief Executive Officer NatWest Markets plc. Brady House, 14, Veer Nariman Road, Fort Mumbai - 400 023 |
| 35. | Chief Executive Officer PT Bank Maybank Indonesia TBK 702, 7th Floor, One India Bulls Centre, Tower 2 - B, Elphinstone Road (West) Mumbai – 400 013 | 36. | Chief Executive Officer Qatar National Bank (Q.P.S.C.) G – 1A, 4 North Avenue Maker Maxity, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 |
| 37. | Chief Executive Officer Sberbank, Upper Ground Floor, Gopal Das Bhawan, 28, Barakhamba Road, New Delhi – 110 001 | 38. | Managing Director & CEO SBM Bank (India) Limited 'The Capital', 3rd Floor G- Block, Bandra-Kurla Complex Mumbai – 400 051 |
| 39. | Chief Executive Officer Shinhan Bank Unit No. 701 / 702, 7th Floor, Peninsula Tower 1, Peninsula Corporate Park, G. K. Marg, Lower Parel, Mumbai – 400 013 | 40. | Chief Executive Officer Societe Generale India 19th Floor, Tower A, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai – 400 013 |
| 41. | Chief Executive Officer Sonali Bank Limited Wachel Molla Mansion 1st Floor, 8, Lenin Sarani, Kolkata - 700 013 | 42. | Chief Executive Officer Standard Chartered Bank Crescenzo Parini, 3A Floor, C 38 - 39, G Block, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 |
| 43. | Chief Executive Officer Sumitomo Mitsui Banking Corporation 13th Floor, Hindustan Times (HT) House, 18 - 20 KG Marg, Connaught Place, New Delhi – 110 001 | 44. | Chief Executive Officer United Overseas Bank Limited 3 North Avenue, Maker Maxity, Unit 31 & 37, 3rd floor, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 |
| 45. | Chief Executive Officer Westpac Banking Corporation 1201, 12th floor, B Wing, The Capital, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 | 46. | Chief Executive Officer Woori Bank 2nd Floor, Lotte India No.4/169, Rajiv Gandhi Salai (OMR) Kandanchavadi, Perungudi Chennai - 600 096 |

iii) Bidders requested for validity of EMD

BEML Reply : Validity of the EMD to be normally upto last date of bid validity (180 days from tender closing date). Bank Guarantee towards EMD to be valid upto last date of bid validity plus 3 months claim period. However, following is the standard procedure for return of EMD.

| Sl | Particulars | Standard Procedure as per GFR |
|----|---|---|
| 1 | If the bidder is disqualified at Pre-Qualification stage | EMD amount received in the form of DD/ Bank Guarantee to be returned back to the bidder by the Purchase department immediately without forwarding it to the finance for encashment after ensuring that the bidder has not qualified the Pre-Qualification criteria such as Tender Fee, Signed Integrity Pact etc. |
| 2 | If the bidder is disqualified at Technical evaluation stage | DD/ BG of the bidders who are qualified in the Pre-Qualification stage should be forwarded by the Purchase department to finance for encashment. After Technical evaluation, the EMD amount of the bidders who are technically disqualified to be informed to finance department for returning of EMD of Technically disqualified bidders and the same should be returned back by Purchase department within a period of 30 days from the date of technical evaluation. |
| 3 | If the bidder is not qualified in the commercial evaluation | After awarding the contract, the Purchase department has to inform Finance department to refund the EMD of unsuccessful bidders within 30 days from the date of awarding the contract as per GFR-157. |

iv) Bidders requested that can authorized dealers provide Bank guarantee on behalf OEM?

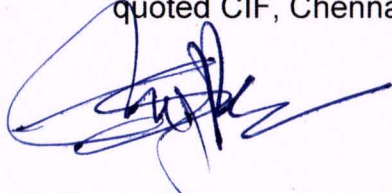
BEML Reply : Based on valid authorization certificate from OEM, authorized dealers can submit Bank Guarantee on behalf of OEM.

4) **Page 3, Sl no 4.** Bidders requested clarity on Inco terms for Price to be on CIF, Chennai or FOB port of shipment to be clearly specified.

BEML Reply :

(i) In case of Indian vendors : Price to be quoted on **F.O.R., BEML Mysore** basis (ii) In case of foreign vendors : Price to be quoted on **CIF, Chennai** basis.

Lowest bidder will be evaluated based on the total landed cost of equipment at BEML, Mysore. To arrive at a landed cost at BEML, Mysore for foreign vendors, additional Custom duty charges, Port clearance charges, inland transportation charges etc upto F.O.R., BEML Mysore will be loaded on the quoted CIF, Chennai price.



5) **Page 3, Sl no 4.** Bidders requested different price elements for submission of quotation as below :

- i) Basic machine price
- ii) Essential spares
- iii) Installation and commissioning
- iv) Prove out

And for optional prices not considered for L1

- i) List of manufacturers recommended spares after warranty
- ii) Annual Maintenance Contract
- iii) CAM software with Post Processor under Annexure A, sl No. 12 (iii) to be quoted as optional item.

BEML Reply : Bidders to submit one price in SRM system for complete equipment including basic price, Essential spares, Installation & Commissioning and Prove out.

The detailed break up of prices can be indicated separately and attached as a PDF document under the main Tab **Notes and price attachments** in BEML SRM system.

In case of optional prices, prices to be indicated separately and attached as a PDF document under the main Tab **Notes and price attachments** in BEML SRM system.

6) **Page 3 , Sl no 8,** Security Deposit Bank Guarantee: Bidders requested to reduce Security Deposit value from 10% to 5 % and clarification on validity period.

BEML Reply : No change in Security Deposit value of 10%. Security Deposit Bank Guarantee to be valid for 60 days after last supply of equipment at BEML Mysore. Plus 3 months claim period.

7) **Page 4, Sl no 9.** Bidders requested Payment terms for 90 % against CIF and 10% after installation, commissioning and prove-out.

BEML Reply :

(a) Payment mode : Irrevocable LC will be opened for 100% PO value within one month from the date of release of PO.

(b) 80% payment through LC against receipt of equipment at CIF, Chennai & submission of Bill of Entry documents within 30 days from the date of bill of Entry.

(c) 10% payment through LC after successful installation, commissioning and completion of prove out.



(d) Balance 10% through LC against submission of Performance Bank Guarantee (PBG) valid for warranty period of 24 months plus 3 months claim period after installation, commissioning and Prove out.

- 8) **Page 4, SI no 10.** Bidders requested Delivery schedule of 19 months on CIF, Chennai.

BEML Reply :

(i) In case of Indian vendors : Delivery schedule within 15 months from the date of our confirmed P.O. or from the date of opening of LC whichever is later on F.O.R., BEML Mysore basis.

(ii) In case of foreign vendors : Delivery schedule within 15 months from the date of our confirmed P.O. or from the date of opening of LC whichever is later on CIF, Chennai basis.

Installation and Commissioning of the equipment to be completed within 4 months after readiness of site at BEML. Firm to offer their comments in this regard.

- 9) **Page 4 , SI no 14.** Bidders requested Performance Bank Guarantee (PBG) value to be reduced to 5% instead of 10%.

BEML Reply : No change in PBG value.

- 10) **Page 5, SI no 18, 23.** Bidders requested soft copy formats of technical specification, PBG formats, Integrity pack formats to be uploaded in the BEML SRM system so that details can be filled and uploaded easily.

BEML Reply : Considering the possibility of missing of data, change of data & change of alignment in the files in soft formats, attachment of soft copies is not feasible. Hence, Bidders are advised to create the files as per the format on their own to fill & submit the required information.

Additional details for the information of vendors :

- 11) **Pre-Qualification Bid Cover :**

BEML Reply : Vendors are requested to submit the following documents in a sealed cover superscribing the bid enquiry number, address etc. before tender closing date as part of Pre-Qualification Criteria. BEML will not be responsible for any Postal/Courier delay in submission of documents before tender due date. Failing to submit the following documents before tender due date will result in rejection of bid.

- (i) Earnest Money Deposit in the form of DD, Bank Guarantee or proof of online payment transfer, MSME/NSIC certificate for claiming EMD exemption etc
- (ii) Signed Integrity Pact in original
- (iii) OEM authorization certificate/letter for participation in the Bid



12) Extension of Tender submission due date / Technical Bid opening date :

BEML Reply :

FOR (Present) : 29.02.2020 at 14:00 Hours

READ AS (Extended) : **16.03.2020** at 14:00 Hours



T. Redan