

**Techno-Commercial Evaluation of Tender No. 02/MPPHSL/Dialysis/2014 dated 2.8.2014**

Bid Submission date & time: 16.9.2014, 1500 Hrs

Bid opening date & time: 16.9.2014, 1530 Hrs

Items to be procured: (i) **Under Group-I:** 58 Dialysis Machines, 19 & 4 Small & Big Reverse Osmosis System respectively, Human Resource- Min 2 Nephrologists & 27 Dialysis Technician (ii) **Under Group-II:** 59 Dialysis Machines, 21 & 4 Small & Big Reverse Osmosis System respectively, Human Resource- Min 2 Nephrologists & 29 Dialysis Technician

**Corrigendum/Amendment issued in Oct 2014 which is attached**

| Sr. No.  | Bid Clause No.                           | Descriptions   | B. Braun Medical (India) Pvt. Ltd, Mumbai   | DCDC Health Services Pvt. Ltd, New Delhi  | Sandor Medicaids Pvt. Ltd, Hyderabad in consortium with Sandor Nephro Services Pvt. Ltd, Hbd                            |
|--|--|--|---|---|---|
| <b>Evaluation for meeting eligibility &amp; Qualification criteria</b> |  |  |   |   |   |
| 1  | Quoted products                          | Quoted model of Dialysis Machine and its manufacturer        | Dialog+ Mfg. by B Braun, Germany  | DBB-27 manufactured by M/s Nikkiso Co. Ltd., Japan  | 4008S Next Generation from Fresenius Medical Care, Germany  |
|  |  | Quoted model of RO Plants (Big & Small) and its manufacturer | COSMOS RO CE-500 and COSMOS RO CE-250 from Cosmos Medical Appliances                                    | Indro-402 (for 500 Ltrs/Hr) and Indro-401 (for 250 Ltrs/Hr) manufactured by Ion Exchange (I) Ltd, India | Mfg. by Tescon aquatech, Hyderabad  |
|  |  | Quoted model of UPS and its manufacturer                     | Not mentioned   | APS 3KVA from Accord Power Systems, New Delhi   | Consul Neowatt Power Solutions Pvt. Ltd with Battery model 45Ah XHD   |
| 2  | Whether quoted for Single or both Groups |  | Both groups I & II  | Both Groups I & II  | Both Groups I & II with 4 Nephrologist per group  |
| 3  | 3.4 b) (i)                               | EMD  | Rs 10,00,000/- BG No. 784BGG1401835 issued by Deutsche Bank AG, Mumbai Branch and valid up to 16.3.2015 | Rs 10,00,000/- BG No. 6/2014-15 issued by State Bank of Hyderabad and valid up to 18.6.2015             | Rs 10,00,000/- BG No. 0505514BG0001616 dated 5.9.2014 issued by State Bank of India, Hyderabad and valid up to 4.9.2015 |
| 4  | Qty required to be quoted                | Whether full qty quoted or not                               | Yes   | Yes   | Yes   |
| 5  | 3.4 b) (ii)                              | Letter of Proposal as per Annexure-2                         | Yes   | Yes P.188 to 190  | Yes at Page No. 6   |
| 6  | 3.4 b) (iii)                             | Perticulars of Applicant(s) as per Annexure-3                | Yes   | Yes P.191   | Yes at Page from 9 to 13  |
| 7  | 3.4 b) (iv)                              | Certificate of Incorporation/Registration                    | Yes   | Yes P.82  | Yes at Page 14 & 15   |
| 8  | 3.4 b) (viii)                            | Power of Attorney in favour of signatory                     | Yes   | Yes P.178   | Yes at P.39   |
| 9  | 3.5                                      | Bid validity (Should be of 180 days from date of submission) | Yes   | Yes P.190   | Yes, at P.8   |
| 10   | 3.4 b) (x)                               | Declaration as per Annexure-4                                | Yes at last page  | Yes, P.194  | Yes, at P.7   |
| 11   | 3.4 b) (ix)                              | Manufacturer Authorisation Letters as per Annexure-8         | Yes at P. 121   | Yes P.203 & 203A  | Yes at P.40 to 50   |

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|    |               |   |   |   |   |
|----|---------------|---|---|---|---|
| 12 | 5.1 (a) & (b) | Whether bidder is an Hospital/ Stand alone dialysis service provider/ Dialysis Equipment manufacturer | Bidder is Dialysis equipment manufacturer and also a dialysis service provider.   | Bidder is stand alone dialysis service provider   | Bidder is under consortium provides Dialysis Center Management services, hence qualifies under clause 5.1 (a) 2). Bidder/Consortium is managing more than 100 machines as mentioned at page no. 25 to 38. |
| 13 | 5.1 c)        | Three years average annual turnover should be Rs. 5 Cr/ Group   | Average audited annual turnover of last three years (2012-13, 2011-12 & 2010-11) is Rs. 335.37 Cr. and Avg. annual turnover with unaudited 2013-14 is Rs. 399.06 Cr. Certificate from CA is attached at P.18 & 19 and detailed Turnover documents and IT statements are at P.20 to 103. | Average annual turnover of last three years (2013-14, 2012-13 & 2011-12) is Rs. 5.82 Cr. Certificate from CA is attached at P.112 and detailed Turnover documents and IT statements are at P.113 to 177. Turnover statement of Year 2013-14 is non-audited.                                     | Average annual turnover of lead partner is Rs. 84.52 Cr. Certificate from CA is attached at P.23 and detailed Turnover documents and IT statements are at P.16 to 22                                      |
| 14 |               | Delivery conditions   | Accepted all conditions   | Accepted all conditions   | Accepted all conditions   |
| 15 |               | Approach and Methodologies to implement the project   | Provided. Clarification submitted about the patient management software.  | SOPs and Quality Manual (at 3/3 of Technical Bid) submitted. Clarification submitted about the software to be provided for patient treatment management.  | Given at Page no. 52 (1 to 18). Bidder shall provide IT & Software required for management of all dialysis centers.   |
| 16 |               | Installation and commissioning  | Accepted all conditions at P.7.   | Masonry, Plumbing, fittings, Dylasate Filter etc. shall be charged extra (P.228). RO Supplier has mentioned that Freight, piping and plumbing work shall be extra while it should have been included in the bid price. Later, on clarification, submitted that no extra charge shall be levied. | Included in bid price.  |
| 17 | Schedule-1    | Required Qualification and Experience of Technicians and Nephrologist                                 | On clarification, agreed to provide as per bid conditions.  | Yes as per declaration at P.220   | At page 52 (4), bidders agrees to provide the same while all Technicians shall be registered, post recruitment, with MP Paramedical Council. Bidder shall provide 4 Nephrologist/group.                   |

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|    |                |   |  |  |   |
|----|----------------|---|--|--|---|
| 18 | Schedule-2     | Whether quoted models meeting Technical Specifications (brought forward from Technical Evaluation Sheets of required machines i.e. Dialysis Machines & RO plants) | UPS was not quoted. On clarification, submitted that suitable online UPS will be given as per bid condition. | 1. MoH Japan product certification for Dialysis Machine submitted on clarification.<br>2. Small & Big RO plant filtration capacity is 200 and 400 lit/hr respectively against the asked 250 & 500 lit/hr. Criteria relaxed based on clarification submitted. | <u>Dialysis Machine color screen is not a touch one. Deviation.</u> |
| 19 | Responsiveness |   | Responsive   | Responsive   | Non Responsive  |