

Date: - 22.02.2023

**Minutes of Pre-bid Meeting**  
**For Procurement of HIV (Rapid) Antigen Test Kit for NACO**  
**Tender Reference No: CMSS/PROC/2022-23/NACO/033, dated 15.02.2023**  
**GeM Bid : GEM/2023/B/3136091**  
**Pre-bid Meeting held on 22.02.2023 at 11:00 AM**

1. Following officials were present during the Pre-bid meeting:-

- (i) Dr. Shobini Rajan, DDG/NACO
- (ii) Mr. D Mohapatra, GM (Finance)/CMSS
- (iii) Ms. Anjana , GM (Procurement)/CMSS
- (iv) Mr. Lava Mishra, AGM (Procurement)/CMSS
- (v) Ms. Akanksha Jain, AGM (QA)/CMSS

2. Following representative from prospective bidder was present during the Pre-bid meeting:-

Sr. No.	Name of firm	Representative Name
1	M/s Avantor Performance Materials India Pvt. Ltd.	Ms. Savita Saini, Mr. Kailash
2	M/s Meril Diagnostics Pvt. Ltd	Mr. Rohit, Mr. Ashish, Mr. Arpit
3	M/s S D Biosensor Healthcare Pvt. Ltd.	Mr. Shahid
4	M/s Oscar Medicare Pvt. Ltd.	Mr. Naresh Rawat
5	M/s Mylab	Mr. Manish Pandey, Mr. Vishal Mahajan
6	M/s Transasia Bio-Medicals Ltd.	Mr. Ajit
7	M/s Voxture Ltd.	Mr. Veeral Gandhi, Mr. Mahesh
8	M/s Lords Mark	Mr. Lal Khaidani
9	M/s Genworks	Mr. Prakash

3. Queries from following prospective firm was received via email: -

Sr. No.	Name of the bidders			
1	M/s Mylab	M/s Transasia Bio-Medicals Ltd.	M/s Avantor Performance Materials India Pvt. Ltd.	M/s Oscar Medicare Pvt. Ltd.

4. Points raised by representative of prospective bidder were discussed. After due consideration of the queries, the Clarification/Amendments are follows: -

**ANNEXURE-1**

Sr. No.	As per tender	Tender clause no. & Pg no.	Bidder's Query	Clarification/Amendments
1	For all regulated products, the bidder should have at least two years i.e. 2020-21 and 2021-22 of manufacturing and marketing experience of the particular items as a manufacturer for each regulated product quoted in the tender. However, this would not apply to regulated products which have been licensed by DCG (I) in less than Two years ago. A permission from DCG (I)	4 (e) & Pg no. 10	We would request to kindly relax this requirement of having two years market standing for a new manufacturer like Mylab Discovery Solution Pvt Ltd. As you know Mylab was a major player in the country during the Covid pandemic by proving Country's first RT-PCR kit and first Covid self Testing Kit. We are Asia's First company to provide made in India NAT testing kit, duly approved by CDSCO.	No changes.

	shall be required for all new regulated products to this effect.		Hence, considering the highly technical credentials of Mylab with respect to producer of high-quality diagnostic kits, having a huge manufacturing capacity and a qualified in terms of financial capacity (qualifies in annual turnover), we would request to kindly relax the eligibility norms and allow us to participate in this most important tender of AIDS control Programme of Govt. of India.	
2	Tenderer should have supplied 40% of the quoted quantity of same or similar diagnostic tests (Similar means any HIV test kit) during the last two financial years. Bidder should submit Purchase order copies and certificate duly issued by statutory auditor of the company on his letter head by certifying the quantities manufactured and marketed in trade, export, open market, sold to government institutions, private bodies etc. and the marketed quantities are not less than at least 40% of the quoted/ similar items.	4 (j) & Pg no. 11	<p>We would request to relax this criterion of having supplied 40% of the quoted quantity of same or similar items as we are a new manufacturer of HIV rapid tests.</p> <p>For same or similar HIV test kit, we would request to include HIV Viral Load Testing and NAT Testing kit (used in Blood Banks for screening purpose which screens for HIV, HBV, HCV).</p> <p>Tenderer should have supplied 10% of the quoted quantity of same or similar diagnostic tests (Similar means any HIV test kit) during the last two financial years. Bidder should submit Purchase order copies and certificate duly issued by statutory auditor of the company on his letter head by certifying the quantities manufactured and marketed in trade, export, open market, sold to government institutions, private bodies etc. and the marketed quantities are not less than at least 10% of the quoted/ similar items.</p> <p><b>Justification:</b> As the tender quantity is huge and requirement of supplies of 40% of the quoted qty as eligibility criteria will restrict the participation in the bid to only those few companies which have supplied in NACO tenders. And the good Indian manufacturers who can offer good quality products at very competitive rates will be deprived of the participation in the bid.</p> <p><b>For Principle-2 Immunochromatography (Lateral Flow): -</b> Considering the last 2 years being greatly engaged in supply &amp; distribution of Covid-19 testing kit's and related diagnostic product, the key focus to produce and supply HIV Test kit was minimal and hence , unfortunately , considering the current terms in the Tender document , we will not be able to showcase desired past performance of 40% of total required quantity.</p> <p>A. If authority revises the T&amp;C to consider the past supplies done by Bidders for any Rapid or Elisa in last 02 years , then we and many other deserving bidders shall qualify and can aim towards being</p>	<b>Kindly refer Annexure-2 of MoM.</b>

			<p>a successful bidder .</p> <p>OR</p> <p>B. We humbly request you pls. Decrease / Relax the past performance percentage to 10% of total required quantity and Increase / Enhance the Number of financial years for consideration being last 5 years for wider participation with the showcase of desired product by the authority</p> <p>During the last two financial years, the world suffered from Corona pandemic with severe lock downs for long periods of time in India. There was almost nil or negligible demand for HIV Rapid Tests from MOH&amp;FW or State Governments as all Govt. Agencies utilized budgets for the purchase of Corona pandemic-related items.</p> <p>It is very unlikely that IVD Manufacturers in India could have supplied 40% Tender quantity of HIV Tests in the last two years due to Corona epidemic.</p> <p>We request you to kindly reduce the required past performance to 25 % instead of 40% so that sufficient Bids are received by CMSS for this item.</p>	
3	The assay component should include HIV positive and negative serum controls sufficient for conducting 20% of the tests (10% negative and 10% positive controls).	Annexure 1A (Technical Specification) & Pg no. 40	<p>The assay component should include HIV positive and negative serum controls sufficient for conducting 20% of the tests (10% negative and 10% positive controls) OR to be supplied separately.</p> <p><b>Justification:</b> The device is equipped with inbuilt quality control band to check the procedural error. For external quality control, control serum can be supplied separately.</p>	<p><b>Clarified as: -</b></p> <p>Kindly refer point no. 12 (b) of the technical specification (Pg no. 40 of tender document).</p>

**Note: - Above changes will be part of the tender document.**

**GM (Procurement)**

**Annexure-2**

**In addition to above, following changes are made in the published tender document: -**

<b>Sr. No.</b>	<b>Tender clause no. &amp; Pg no.</b>	<b>As per Tender</b>	<b>After amendment</b>																					
<b>1.</b>	4 (j) & Pg no. 11  And  6.2 (e) & Pg no. 15	<p>Tenderer should have supplied 40% of the quoted quantity of same or similar diagnostic tests (<i>Similar means any HIV test kit</i>) during the last two financial years. Bidder should submit Purchase order copies and certificate duly issued by statutory auditor of the company on his letter head by certifying the quantities manufactured and marketed in trade, <i>export</i>, open market, sold to government institutions, private bodies etc. and the marketed quantities are not less than at least 40% of the quoted/ similar items.</p> <p>Similar Items here relate to the following: -</p> <table border="1" data-bbox="354 741 813 995"> <thead> <tr> <th>Sch. No.</th> <th>Tendered Item</th> <th>Similar Item</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>Principle-1 (Dot Immuno Assay)</td> <td>Any HIV Test Kit</td> </tr> <tr> <td>II</td> <td>Principle-2 Immunochromatography (lateral flow)</td> <td>Any HIV Test Kit</td> </tr> <tr> <td>III</td> <td>Principle-3 Immunoconcentration</td> <td>Any HIV Test Kit</td> </tr> </tbody> </table> <p><b>Supply/Sale/Service order under loan license arrangement shall not be considered.</b></p>	Sch. No.	Tendered Item	Similar Item	I	Principle-1 (Dot Immuno Assay)	Any HIV Test Kit	II	Principle-2 Immunochromatography (lateral flow)	Any HIV Test Kit	III	Principle-3 Immunoconcentration	Any HIV Test Kit	<p><b>Amended as: -</b></p> <p>For Schedule I: - <b>No changes.</b></p> <p><b><u>For Schedule II &amp; III: -</u></b></p> <p>Tenderer should have supplied <b>25%</b> of the quoted quantity of same or similar diagnostic tests (<b><i>Similar means any HIV, HBV, HCV Rapid test kit</i></b>) during the last two financial years. Bidder should submit Purchase order copies and certificate duly issued by statutory auditor of the company on his letter head by certifying the quantities manufactured and marketed in trade, <i>export</i>, open market, sold to government institutions, private bodies etc. and the marketed quantities are not less than at least <b>25%</b> of the quoted/ similar items.</p> <p>Similar Items here relate to the following: -</p> <table border="1" data-bbox="865 821 1503 1016"> <thead> <tr> <th>Sch. No.</th> <th>Tendered Item</th> <th>Similar Item</th> </tr> </thead> <tbody> <tr> <td>II</td> <td>Principle-2 Immunochromatography (lateral flow)</td> <td><b>Any HIV, HBV, HCV Rapid Test Kit</b></td> </tr> <tr> <td>III</td> <td>Principle-3 Immunoconcentration</td> <td><b>Any HIV, HBV, HCV Rapid Test Kit</b></td> </tr> </tbody> </table> <p><b>Supply/Sale/Service order under loan license arrangement shall not be considered.</b></p>	Sch. No.	Tendered Item	Similar Item	II	Principle-2 Immunochromatography (lateral flow)	<b>Any HIV, HBV, HCV Rapid Test Kit</b>	III	Principle-3 Immunoconcentration	<b>Any HIV, HBV, HCV Rapid Test Kit</b>
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**Note: - Apart from above, all other terms & conditions of tender document will remain unchanged.**

**GM (Procurement)**

**Annexure-3**

**In addition to above, following changes are made in the published tender document: -**

**Revised CRITICAL DATE SHEET**

Bid Document Download End Date & time	24.03.2023 till 03:00 PM
Bid Submission End Date and Time	24.03.2023 till 03:00 PM
Last date of submission of original documents	24.03.2023 till 03:00 PM
Bid Opening Date and Time	24.03.2023 at 03:30 PM

**GM (Procurement)**