

## Response to Pre-bid Queries for Tender No. 1236/TB/BSTBPC/2017-18 dated 14/07/2017

Sl. No.	RFP Document Reference(s)	Section & Page Number(s)	Content of RFP	Suggestion by Bidder	Response to query by Corporation
1	Page No. 1, 5, 6, 8		Date & Time for Submission of Bids : 25.07.2017 till 14.00 Hrs. Time and Date of technical Bid Opening : 26.07.2017 at 16.00 Hrs.		<b>Page No. 1, 5, 6, 8</b> <b>Date &amp; Time for Submission of Bids : 01.08.2017 till 14.00 Hrs.</b> <b>Time and Date of technical Bid Opening : 02.08.2017 at 15.00 Hrs.</b>
2	Pg. No. 5		Bids must be accompanied <u>with Bid Security (EMD) in the form</u> of Bank Draft issued by a Nationalized/Scheduled Bank from the date of Bid document downloading. The Hard Copy of D.D. or e-Payment Receipt shall be submitted before Tender opening date and time (26/07/2017 before 16:00 Hrs) (Pathya Pustak Bhawan, Budh Marg, Patna-800001).	Suggestion: Kindly permit to submit Bid Security (EMD) in the form of Bank Guarantee as permitted for Performance Security. This will enable more bidders to participate in order to make tender more competitive.	No Corrigendum Required.
3	Page No. 11, 23		<b><u>1.5 The contract will be awarded from the date of issuance of work order.</u></b> (i) The Text Books are required to reach the destination points (concerned blocks/BRCs in the State) within 60 days from the date of signing of the work order. <b><u>8. Delivery and Documents:</u></b> 8.1 Delivery of Textbooks at the destination points (concerned Blocks / Block Resource Centre in the State) should be strictly within 60 days from the date of work order. The terms specified by the BSTBPC in the Award of Contract should be strictly adhered to the Printer		<b><u>1.5 The contract will be awarded from the date of issuance of work order.</u></b> (i) The Text Books are required to reach the destination points (concerned blocks/BRCs in the State) within <b><u>75(Seventy-five)</u></b> days from the date of signing of the work order. <b><u>8. Delivery and Documents:</u></b> 8.1 Delivery of Textbooks at the destination points (concerned Blocks / Block Resource Centre in the State) should be strictly within <b><u>75(Seventy-five)</u></b> days from the date of work order. The terms specified by the BSTBPC in the Award of Contract should be strictly adhered to the Printer
4	Page No. 45		Earnest money calculated only 1%	As per Bihar Finance Act EMD is minimum 2% and maximum 5%	No Corrigendum Required.

5	<p align="center"><b>Page No. 56</b> <b>Eligibility Criteria–point</b> <b>(f)</b></p>		<p>The Bidders would submit the willingness letter from the authorised person of the paper mill from where they intend to procure the paper for the printing of the Books. A Bidder may enclose the willingness letter from a maximum of three eligible paper mills of his choice. However, the Bidder will have to use the paper from one mill only to print all the titles of a single package. If at any stage it is detected by or it comes to the notice of BSTBPC that a Bidder has used paper from any mill other than as mentioned in the award of contract, the contract would be rejected and security would be forfeited. The Willingness letter from the authorised person of the paper mill(s) should clearly confirm and certify to supply in time, the required amount of paper, of prescribed technical specifications, as specified in point-6 Printing Paper, under the Specifications for Printing, Binding, Packing and Text and Cover Paper required for printing of Text Books of <u>Section VI</u> of the Bid documents, to the prospective Bidder either <b>DIRECTLY FROM THE MILL</b> or through <b>AUTHORIZED STOCKIST/ DEALER</b>, for the supply of the paper for the purpose of the instant tender provided</p>	<p>Present Scenario: There are limited paper mills which manufacture paper from Virgin Pulp and with emblem of the paper mill imprinted as watermark and having actual production capacity and excise clearance certificate of at least 30,000 MT per annum (2016-17) of writing and printing paper (Virgin white pulp). All these paper mills form a cartel and authorize one paper dealer to provide Willingness letter or any other mandatory document for participation in tender. This gives rise to Monopoly and the said paper dealer will arrange Willingness letter only for the members of its cartel. By doing this the cartel succeeds in keeping competitive bidders aside from bidding by not providing them mandatory documents for participation in the tender. A tendering system should be such that an equal opportunity must be given to all the prospective bidders to maintain sanctity of tendering system and to increase the competition. By such monopolistic prerequisite condition of willingness letter, Paper Mills and its authorized dealer gets the opportunity to form a cartel and their acts will restrict the participation of competitive bidders in the tender and thus will tamper the sanctity of the tendering system. Suggestion: Kindly remove the</p>	<p>The Bidders would submit the willingness letter from the authorised person of the paper mill from where they intend to procure the paper for the printing of the Books. A Bidder may enclose the willingness letter from atleast one mill of his choice.</p>
6	<p align="center"><b>Page No. 11 - 2 Eligible</b> <b>Bidders</b></p>		<p>2.1 This Invitation for Bid is open to all Printers fulfilling Eligibility Criteria as mentioned in Section-VI of Bid document. 2.2 Government-owned enterprises may participate, if they are legally and financially autonomous bodies. 2.3 Any Bidder found ineligible or declared blacklisted or involved in any corrupt and fraudulent practices in the past shall be debarred from the tender process.</p>	<p>There is no any mentioning about Bihar SSI Unit. Please allow Bihar SSI Unit with Bihar Khari Adhimanta Niyamawali under Industry Department Govt. of Bihar</p>	<p>No Corrigendum Required.</p>

7	<p align="center"><b>Page No. 53 Specifications for printing, binding, packing and supply of text books with cover paper - point no. 6</b></p>		<p>A Bidder may submit a minimum of 5 samples of paper to be used for printing of Text and a minimum of 3 samples of the paper to be used for printing of cover paper. However, each of the samples submitted for Text paper must be of a different paper mill of the desired production capacity. Likewise each of the samples submitted for cover paper must be of different paper mills of the desired production capacity. Thus a Bidder can submit the samples of paper of up to three paper mills for Text paper and up to three paper mills for cover paper. The paper mills, however, must be of the desired production capacity. Each sample must contain five full sheets of the paper carrying the watermark of the paper mill and inscribed clearly on every sheet of sample paper, the details of the paper mill viz. seal of the paper mill, the signature of the authorized official of the paper mill, grammage of paper along with the seal and signature of the Bidder.</p>	<p>Clarification required: Firstly it is written that a bidder may submit a minimum of 5 samples for text paper and minimum of 3 samples for cover paper and each sample shall be of different paper mill . Secondly a contradictory line is written as a bidder can submit samples of paper and cover paper of upto three paper mills. So in conjunction to this line the above line may be amended as“A bidder may submit a maximum of 5 samples of paper to be used printing of Text and a maximum of 3 samples of paper to be used for printing of cover paper”. Please give clarification on this point.</p>	<p>A Bidder may submit a minimum of 1 sample of paper to be used for printing of Text and a minimum of 1 sample of the paper to be used for printing of cover paper.If they submit more than one sample of text paper and cover paper from different mill, each of the samples submitted for Text paper must be of a different paper mill of the desired production capacity. Likewise each of the samples submitted for cover paper must be of different paper mills of the desired production capacity. Thus a Bidder can submit the samples of paper of atleast one paper mill for Text paper and cover paper. The paper mills, however, must be of the desired production capacity. Each sample must contain five full sheets of the paper carrying the watermark of the paper mill and inscribed clearly on every sheet of sample paper, the details of the paper mill viz. grammage of paper along with the seal and signature of the Bidder.</p>
8	<p align="center"><b>Page No. 25 - 16.4</b></p>		<p>Penalty for Grammage and Deviation in Challan:- Penalty for Grammage: If the grammage of Text paper of the printed Books is found less than prescribed specification after lab test, penalty will be imposed as per less grammage. If grammage is less than 5% then 0.5% of the total contract value will be deducted as penalty in addition to above. Provision as per BIS Code IS 1848:2007 (Fourth Revision) +/- in grammage will be considered.</p>	<p>Please Clarify deviation allow in paper grammage as per BSS Code.</p>	<p>No Corrigendum Required.</p>

9	Page No. 57 Eligibility Criteria – point (j)		If the Bidder opts for the paper from more than one mill, then he is required to submit original test report for all the sample papers from any Govt. laboratory as well as samples of paper from all the mills. However in case of samples from more than one mill meet the required standards in paper test report; the Bidder will have to use only one mills paper	Suggestion: As the paper samples can be submitted of more than one paper mill therefore you are requested to remove the restriction to use the paper of only one mill. As the tender is time bound therefore for successful execution of contract within time a relaxation may be given that if the paper samples of more than one mill will be approved then paper of every approved mill may be used for the manufacturing of text books. However, a condition may be imposed that in manufacture of a single book, paper of more than one mill shall not be used.	No Corrigendum Required.
10	Page No. 58		Four colour web offset machine with a minimum cut off 508 mm/578mm For Package-1 to 4 - three units each size	Please Clarify that how to manage and produce almost 2.17 crore book of A4 Size with 20 crore impression with 3 web offset machine & almost 3.05 crore book in size of DC-1/8 with 32.50 crore impression with 3 web offset machine within 40 days (for printing only) Our suggestion is you must be break the package and invite rate bookwise.	No Corrigendum Required.

11	Page No. 58 Eligibility Criteria – point (p)		Machines taken on hire or lease will not be considered. Only owned machines will be considered for eligibility. In case of old machines purchased from any source, must be purchased before tender opening date (26/07/2017) with registered deed & proper tax paid to govt.	<p>Clarification required:</p> <p>1. Firstly It is mentioned that machines taken on hire or lease will not be considered but there is nowhere written in the tender that subletting of contract is allowed or not. Kindly clarify whether the work order can be executed by way of sub letting to other sub contractors?</p> <p>2. Secondly it is mentioned that old machines must be purchased before tender opening date i.e. 26/07/2017 and on page 75 Section XV – Affidavit, it is mentioned that only those machines are to be specified which are installed before 01/06/2017. Here one more question arises that if the machines can be purchased upto tender date i.e. 26/07/2017 then how the bidder can be treated as having experience of printing on machines purchased after the tender publication date. Further as the tender has to be submitted latest by 25/07/2017 till 14:00 Hrs then how a machine that will be purchased after the submission date of tender be treated as valid for qualifying in the said tender.</p>	No Corrigendum Required.
12	Page No. 75 (Section - XV)		<p>1. WEB OFFSET PRINTING MACHINES installed before 01.06.2017</p> <p>2. SHEET-FED OFFSET PRINTING MACHINES installed before 01.06.2017</p>		<p>1. WEB OFFSET PRINTING MACHINES installed before 01.08.2017</p> <p>2. SHEET-FED OFFSET PRINTING MACHINES installed before 01.08.2017</p>
13	Page No. 61 Serial No. 8		Whether the prescribed Proforma (Vide Section-XIV) and documents on past supplies and client certificate on satisfactory performance attached? Please refer to Clause (j) of Section VI: Eligibility criteria.	No any department issue the satisfactory performance certificate, so that kind remove the requirement of said certificate.	No Corrigendum Required.

14	Page No. 58 Eligibility Criteria – point (q)		(a) Proof of sales tax return as on 31.12.2016 and income tax registration certificate (PAN/TAN No.) must be submitted along with technical Bid. However, if any Bidder is awarded the contract he will have to be registered with commercial tax department of Bihar State and will have to pay the payable taxes in the State.	Suggestion: As GST is implemented in the country which is a Uniform Taxation system and under which the books are categorized as Nil rated. Therefore the supply can be made from any state and there will not be any revenue loss to the state government of Bihar. Therefore, the condition for compulsory registration with commercial tax department of Bihar State, if the bidder is awarded the contract, may be withdrawn as it will not result in any loss to the Bihar State	(a) Proof of sales tax return as on 31.12.2016 and income tax registration certificate (PAN/TAN No.) must be submitted along with technical Bid. However, if any Bidder is awarded the contract he will have to be registered with GST.
15	Page No. 66 Financial Bid Form-B			Please check your estimated cost per format of 16 pages, like with perfect binding rate is Rs. 2.95 per forma and side stitch book rate is Rs. 3.15 each forma. Please rectify of estimate cost as per actual. perfect binding is always higher cost compare with side or middle stitch.	No Corrigendum Required.
16	Page No. 56 Eligibility Criteria – point (f)		The Bidder must submit financial audited accounts for the preceding three years (2013-14, 2014-15 & 2015-16) demonstrating the soundness of his financial position	Clarification Required: If a company is incurring losses in business as per the audited financial statements for last few consecutive years then would the company be considered as sound with respect to its financial position and will such company is eligible to participate in the tender? Kindly clarify.	No Corrigendum Required.
17	Page No. 79 to 90 & Page No. 11 - 1.5			Please provide classwise, blockwise book requirement for the perfect calculation of transportation cost.	No Corrigendum Required.
18	Page No. 8 point 10		Bids complete in all respects - both Technical Bid (available on e-Proc Portal) and Financial Bid (available on e-Proc Portal) along with all enclosures as per Bid document must be submitted to the e-Proc portal by 16.00 hrs. on or before 26/07/2017	Clarification Required: Here it is mentioned that bid may be submitted on e-proc portal latest by 16:00 hrs on or before 26/07/2017. However on page no. 1 Date and time for submission of bid is 25/07/2017 till 14:00 hrs. Kindly clarify.	Bids complete in all respects - both Technical Bid (available on e-Proc Portal) and Financial Bid (available on e-Proc Portal) along with all enclosures as per Bid document must be submitted to the e-Proc portal by 14:00hrs on or before 01/08/2017.

19	Page No. 56 (e)		The Bidder must furnish a certificate from nationalized/scheduled bank in support of his credit worthiness equal to Rs. 10 Crore (Ten Crore Only) for package 1 to 4 and Rs. 5 Crore (Five Crore Only) for package 5 to 8 for undertaking the proposed contract.	suggestion is please break the all package and invite rate bookwise.	No Corrigendum Required.
20	Page No. 31, 53 & 54 Specifications for printing, binding, packing and supply of text books with cover paper - point no. 6 Paper to be used shall be:		For Text – 70 GSM white maplitho paper manufactured from virgin white pulp	Suggestion: 1. As per the letter issued by Ministry of Commerce and Industry, New Delhi, no tender shall contain a restrictive condition to use paper made from virgin pulp. However paper to be used shall only be as per BIS specifications. Copy of letter is attached herewith for your reference. Therefore, you are requested to remove the restrictive condition to use paper manufactured from virgin pulp and	No Corrigendum Required.
			For cover – 175 GSM Art Board manufactured from virgin white pulp Board with emblem of the paper mill imprinted as water mark, so, that each page of the cover must be imprinted by watermarks of the paper mill conforming to IS 6956:2001 or as latest amended		For cover – 175 GSM Art Board manufactured from virgin white pulp Board, confirming to <b>IS 4658:1988</b> or as latest amended. <b>The following sentences are deleted</b> with emblem of the paper mill imprinted as water mark, so, that each page of the cover must be imprinted by watermarks of the paper mill conforming to IS 6956:2001 or as latest amended
21	Page No. 56 C		The Bidder must have successfully completed the job of printing of Textbooks atleast 15,00,000 (Fifteen Lakhs Textbooks) for package 1 to 4, 8,00,000 (Eight Lakhs Textbooks) for package 5 to 8 in preceding three years i.e. 2013-14, 2014-15 & 2015-16, for Central/State Govt. /Public Sector undertakings/ Government Enterprises/ Government aided Institutions.	If the bidder have only experience for producing 15 Lakhs book in last 3 year then how to produce almost 5.23 crore books (Package 1-4) within 60 days. Our suggestion is please break all package and replace with bookwise rate and as per relevant past experience.	No Corrigendum Required.
22	Page No. 56 B Eligibility Criteria		(a) The average annual turnover achieved by the Bidder as per their financial result for financial years (i.e. 2013-14, 2014-15 & 2015-16) as per the audited financial accounts must not be less than Rs. 4 Crores (Four crore Rupees only) for Package-1 to 4 and Rs. 50 Lakhs (Fifty Lakhs Rupees only) for Package-5 to 8.	Turn over Rs. 4.00 crore for package 1 to 4. It should be implemented as per 5 to 8 Rs. 50.00 lacs. In Total Gross Turn Over in total 3 years.	No Corrigendum Required.

23	Page No. 57 & 58		Four colour web offset machine with a minimum cut off 508 mm/578mm . For Package-1 to 4 - three units each size	i) Plate Making in CTP process. It can be changed in the simple Plate Making unit for outsourcing. Ii) Web Printing machine 578 /508 cut off will be change as one single 4 high Machine each cut off. Iii) Perfect binding machine 3 to 5 clamp can be modified in one machine. iv) Paper cutting machine three side timmer can be modified as single knife cutting machine. v) Space required 10000 sq. ft. for machine & 10000 sq. ft. for storage,. Please clarify as per tender & schedule i.e. 1,60,000 sq. ft. required. It can change 3000 sq. ft. for the entire job, entire space, entire machine and entire storage.	<b>For Package-1 to 4</b> Three unit Four colour web offset machines with a minimum cut off 508 mm/578 mm for each size or at least one any other superior quality machine with the capacity of more than Three unit Four colour web offsett machines.
			Four colour web offset machine with a minimum cut off 508 mm. For Package-5 to 8 - one unit		<b>For Package-5 to 8</b> One unit Four colour web offset machines with a minimum cut off 508 mm/578 mm for each size or at least one any other superior quality machine with the capacity of more than Three unit Four colour web offsett machines.
			Perfect binding machine of minimum 6 clamps. Five units for Package No.2 & 4. Two units for Package No. 6. One units for Package No. 8.		<b>Perfect Binding Machine.</b> Two units for Package No.2, 4 & 6. One unit for Package No. 8.
			Three side trimming machine capable of trimming the Books in the size of Crown 1/8 D.C., A-4. Two unit		Three side trimming machine capable of trimming the Books in the size of Crown 1/8 D.C., A-4. <b>One Unit</b>
24	Page No. 25 - 16.2 & 33 - 11.1		Delay up to one week of the prescribed delivery period- 2%		Delay up to one week of the prescribed delivery period- 0.5%
			Delay exceeding one week but not exceeding two weeks of the prescribed period.-5%		Delay exceeding one week but not exceeding two weeks of the prescribed period- 1%
					Delay exceeding two weeks but not exceeding three weeks of the prescribed period- 2%
			Delay exceeding after two weeks the order will be cancelled and remaining work order will be awarded to next bidder on L-1 rate.		Delay exceeding after three weeks the order will be cancelled and remaining work order will be awarded to next bidder on L-1 rate.
25	Page No. 68		Section-IX - Bid Security Form		<b>Section-IX - Bid Security Form - This Section is Deleted/Removed.</b>



26	Page No. 76		<p><u>Section-XV - Affidavit - Para -2</u>  2. That the contents of the accompanying Technical bid (Form-I) and documents as submitted by me may be treated as part and parcel of this affidavit and it is stated that the said contents are true to the best of my knowledge, information and belief.</p>		<p><b>Section-XV - Affidavit - Para-2 is Deleted.</b>  <b><u>The following sentences are deleted.</u></b>  2. That the contents of the accompanying Technical bid (Form-I) and documents as submitted by me may be treated as part and parcel of this affidavit and it is stated that the said contents are true to the best of my knowledge, information and belief.</p>
27	Page No. 54 & 57		Text paper for 70 GSM White Maplitho - Brightness percent (Min.) - 80 and Cover paper for 175 GSM art Board - Brightness percent (Min.) - 80		Text paper for 70 GSM White Maplitho - <b>Brightness percent (Min.) - 77</b> and Cover paper for 175 GSM art Board - <b>Brightness percent (Min.) - 77</b>
28				Paper Mills may not be having watermarked sample paper readily available and bidders may be allowed to submit sample paper without watermark along with the bid with the condition that actual printing of books will be carried out on watermarked paper only as per tender conditions.	Suggestion not accepted.
29				Due to shortage of paper, it may not be possible to use paper from one mill only to print all the titles of a single package. Hence, the printers may be allowed to use the paper of more than one qualified mill in printing of books of a single package. However, the use paper of other than one qualified mills in a single title should not be allowed.	The printers are allowed to use the paper of more than one qualified mill in printing of books of a single package.
30				As a few Government owned laboratories are only available in India, therefore bidders may be allowed to get the sample of papers tested from any Government approved laboratory as they will also conduct all the required tests as per required BIS specifications.	Suggestion not accepted.

31				<p>The specifications of the paper as stated on Page 54 include BIS 1848:2007 standards and as such there is no need of again specifying the materials to be used for the manufacture of paper like virgin white pulp. Paper conforming to the BIS 1848:2007 standard is sufficient for this purpose and use of virgin white pulp would restrict some paper mills &amp; hence availability of sufficient paper within the specified time to complete the printing of text books will be difficult. This may result in increase in the price of paper. The same specification paper is available at cheaper rate if we remove the source of manufacturing of paper retaining the specification.</p>	Suggestion not accepted.
32				<p>In order to get the work done within the targeted time of 60 days, it may become inevitable for some printer, to take the machinery on lease. Hence, machines taken on hire or lease may also be considered with the condition that the copy of the stamped with the bid lease deed (s) should be submitted.</p>	Suggestion not accepted.
33				<p>It is a normal practice in the Industry to give the factory on lease to another printer for Better Management. It is therefore suggested that the bidders who have already taken the Press/Machinery on lease price to the insurance of this tender should also be allowed to participate provided the lease deed executed before the issuance of tender is enclosed with the bid.</p>	Suggestion not accepted.

34				Paper is manufactured from different Raw Materials and once it is done, the specifications are standardized by BIS standard ISO 1848:2007. Thereafter, the mention of the word "Virgin White Pulp" in the Paper specification is confirming and does not add any value with quality of paper and hence may be detected.	Suggestion not accepted.
35					<b><u>Additional point no. 17.4 is added in page no. 17</u></b> In case, bidders, willing to work on L1 rate from other packages, in the interest of BSTBPC and timely completion of the contract, depending on the performance of the bidders, BSTBPC may allot the work to such bidders to facilitate the timely supply of books.

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