

REQUEST FOR PROPOSAL (RFP) FOR FULLY AUTOMATED NOTE VERIFICATION & PROCESSING MACHINE ON HIRE BASIS

Ref: SBI/R&DB/ABD/1 dated 18.09.2019

PRE-BID QUERIES RECEIVED FROM INTENDING BIDDERS AND THEIR RESPONSES

| S. No. | Terms of Tender Document | Queries | Response/Remarks |
|---------------|---|---|---|
| 1 | Page-2, Para-02.01: The Bidder shall be responsible for maintaining the machine in working condition on 24x7. | Do we need to run the machines in double or triple shifts? Will there be some additional payment for running beyond single shift? | Running of machines in double or triple shift will depend upon requirement of specific currency chest. Payment will be made on actual number of bundles processed with minimum assured payment of 200 bundles per day. |
| 2 | Page-3, Para-1: Proposal, consisting of Technical Proposal (TP) and Commercial Indicative Price Proposal (CIPP) in two separate sealed covers further packed in one sealed cover, are invited up to 16:00 hours on 16.10.2019 (last date of submission), for supply, installation, commissioning, maintenance and operations of Brand New, Fully Automated Note Verification and Processing Machine (FANVPM) on Hire Basis, Current model with a capacity to process minimum 1000 Currency Notes per Minute having single sorting module and facility of Automatic Processing, Sorting, Packeting, Bundling and Shrink Wrapping of Currency Notes, at Currency Chest branches at various Centres, from the Service Provider(s) who have supplied/ installed at least one Fully Automated Note Verification and Processing Machine (FANVPM) to Commercial Banks / Central Bank(s) in any part of the world and should be operational as on the date of submission of Proposal. | <p>Honorable Prime Minister Shri Narendra Modi has urged the people and government agencies to freeing India of single-use plastic.</p> <p>There is also an imminent possibility of ban with potential penalties in the future against single use plastic. In addition, it has been for a while that RBI is not accepting shrink wrapped soiled notes remittance in states like Maharashtra.</p> <p>In view of this we are concerned that bank has sought shrink wrap facility as a mandatory feature. Potential options:</p> <p>Option 1: Remove shrink wrapping facility from the specification.</p> <p>Option 2: Wait until such time there is an absolute clarity from government as well as RBI on the future of single use plastic.</p> <p>Recommendation: Removal of shrink wrapping facility will require cross strapping of bundles and this will mean material change to the proposed FANVPM specification. As such we recommend bank to adopt Option 2 i.e. to wait until clarity on single use plastic policy decision.</p> | Bundles of processed notes be shrink wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change later on, price for shrink wrapping will be renegotiated. |

| S. No. | Terms of Tender Document | Queries | Response/Remarks |
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| 3 | <p>Page-5: Last Date of Submission Of proposal : 16:00 Hrs on 16.10.2019</p> | <p>Considering the enormity of the RFP we would appreciate if the bank gives us 4 weeks time frame to respond post receipt of responses to pre bid queries. We kindly request you extend the bid submission date by 4 weeks.</p> | <p>Last date of submission of Proposal is extended upto 16:00 hours on 22nd October,2019</p> |
| 4 | <p>Page-7, Part-III: Rated Capacity - Processing Capacity of 1000 Currency Notes per Minute at a machine having Single Sorting Module</p> | <p>Minimum 200 bundles per shift of operation has been committed by bank. Need clarity on the upper limit which will have major bearing on the machine to be offered as well as arriving at the commercial proposal.</p> <p>We are not clear about the specific need for 1000 notes per minute and that too single sorting module. Would it not be possible to ease this condition to allow service providers to opt a suitable solution that would meet banks requirement of minimum / maximum bundles production per operating shift? It is bank who is going to evaluate such machine/s viability and importantly the decision ultimately rests upon commercials! E.g. if a service provider uses 2 machines instead of 1 with say 500npm capacity to achieve the desired output, bank will get a wider choice of service providers as well as a potential stand by option in the event one machine goes down for want of service intervention, which is inevitable. Even RBI uses multiple CVPS machines per Issue Department to cover for processing needs of the day as well as contingency planning.</p> | <p>Processing capability of the machine is upper limit for processing per day.</p> <p>Bank is having various models for note processing and present RFP is as per requirements of the Bank.</p> |

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| <p>5</p> | <p>Page-7, Para-01:</p> <p>The Bank proposes to hire services for Processing, Sorting, Packeting, Bundling and Shrink Wrapping of Currency Notes on Fully Automated Note Verification and Processing Machines (FANVPM) having facility of Automatic Processing, Sorting, Packeting, Bundling and Shrink Wrapping of Currency Notes at identified Currency Chests (CCs). FANVPM are required on hire basis. Bank will reserve the rights to discontinue use of plastic / shrink wrapping keeping in view regulations prevalent from time to time.</p> | <p>We request the bank to clarify if shrink wrapping will not be continued based on the directive by the government for ban on usage of single use plastic.</p> | <p>Bundles of processed notes be shrunk wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change later on, price for shrink wrapping will be renegotiated.</p> |
| <p>6</p> | <p>Page-7, Para-01:</p> <p>Bank will reserve the rights to discontinue use of plastic / shrink wrapping keeping in view regulations prevalent from time to time.</p> | <p>AS FANVPM itself involved the plastic/shrink wrapping module and which impacted a huge cost in the project, if by the regulators the plastics will be banned so the project and FANVPM will be heavily affected. Kindly provide the suitable solution in this regard.</p> | <p>Bundles of processed notes be shrunk wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change, price for shrink wrapping will be renegotiated.</p> |
| <p>7</p> | <p>Page-7, Para-02.01:</p> <p>Bidder should be suppliers / manufacturers of Fully Automated Note Verification and Processing Machine (FANVPM) and should have supplied/ installed at least one Fully Automated Note Verification and Processing Machine (FANVPM) in any part of world and should be working as on the date of submitting the proposal.</p> | <p>Bidder should be suppliers/manufacturers/AUTHORISED DISTRIBUTORS of Fully Automated Note Verification and Processing Machine (FANVPM) and should have supplied/ installed at least one Fully Automated Note Verification and Processing Machine (FANVPM) in any part of world and should be working as on the date of</p> | <p>“Suppliers” include Authorised Distributors.</p> |

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| | The Bidder shall be responsible for maintaining the machine in working condition on 24x7 basis. The service calls should be attended to within a period of 24 hours, failing which an appropriate penalty will be deducted from monthly payments to the Service Provider (SP). | submitting the proposal. We request bank to consider, service calls should be attended within a period of 24 working hours. | No change is considered. |
| 8 | Page-7, Para-02.03: Bidder should be willing to supply/install Air purifier at their cost for ensuring good quality air to the operating staff. | We are OEM who supply the FANVPM, we would appreciate if bank sources air purifier directly. | Air purifier is to be provided by the bidder. Its location should be marked in site preparation plan. |
| 9 | Page-7, Para-02.04: Bank shall arrange for the air- conditioned environment; however no climate control during non-working hours will be made available. | If the number of bundles are more and work has to be extended to finish the processing, whether air conditioning will be extended till work is completed. | Air-conditioning will be arranged by the Bank till the time machine will be working as per Bank's Authorisation. |
| 10 | Page-7, Para-02.04: Bidder should be willing to supply/install UPS with the FANVPM for its smooth operations at their cost and the Bank will be providing only Power from public supply or from Generators in case of power failure. | Kindly clarify if the scope of UPS is just take back up of all data when there is a power failure or to run the system. | Bank will be providing only Power from public supply or from Generators in case of power failure. Scope of UPS will be smooth operations of FANVPM. |
| 11 | Page-7, Para-02.06: Terms and Conditions: Services are generally required to be provided at Currency Chest (CC). Details of CCs shall be intimated in due course. The number of CCs is likely to be 148. | Request to bank to share the list of these currency chest as it will help us to doing the feasibility of providing the services and the calculate the cost of providing the services at the respective states where cash processing services will be provided. | Details of specific sites will be made available once the bidding process is completed. |
| 12 | Page-8, Para-02.10: Currency notes processed on FANVPM will be | Please note that none of the FANVPM process | This is as per RBI requirement. |

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| <p>shrink wrapped in the form of bundles consisting of 10 packets of 100 pieces each (in case of non-issuable notes bundle will consist of one packet of 1000 pieces as per RBI guidelines) of currency notes denomination wise. Any deficiency observed in these shrunk wrapped bundles at RBI or at our branches has to be compensated by the SP i.e. any penalty imposed would be borne by the SP in addition to the shortage, if any. Bank reserves the rights for changing prescription of shrink wrapping to any other method prescribed by RBI, which will be binding on the Bidder.</p> | <p>1000 notes into one packet bundle. Please advise whether the soiled notes are to be bundled manually</p> <p>We request bank to either accept bundle of the non-issuable notes in 10 packets of 100 each OR permit manual sorting, bundling and shrink wrapping and labelling of non-issuable notes. In view of the service provider being responsible for any shortages, counterfeit notes/ deficiencies detected at RBI bank at all times is fully protected against such penalties in case imposed by RBI, Bundling of non-issuable in batches of 1000 notes prior to remittance is a requirement specific to India and thus FANVPM which is designed as per global processing standards and requirements would find it difficult to meet this specific requirement.</p> <p>In case of any change in prescription of shrink wrapping, the bank and the successful bidders to implement the new method at mutually agreed costs.</p> <p>The bidders would be offering commercials based on shrink wrap, any material apart from plastic which would increase cost; hope the price differential would be borne by Bank.</p> <p>How will the deficiency in the non-shrink wrapped bundles at RBI(as part of changed prescription by RBI) be identified to the machine processed bundles?</p> | <p>We are agreeable to provide flexibility from full automation to achieve end results of bundle of 1000 pieces for non-issuable notes to meet RBI requirement.</p> <p>Bundles of processed notes be shrunk wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change later on, price for shrink wrapping will be renegotiated.</p> <p>Each bundle must be strapped tightly banded from 3 sides. Each packet in the bundle must carry identification of having machine processed.</p> |
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Page-8, Para-02.11:

The Bidder will be required to process the entire cash received at the Branch/Centre on FANVPM. The Bank will assure payment for a minimum of 200 bundles per day for notes processed on FANVPM. The Bidder will be required to quote two rates for processing, i.e. upto 200 bundles and beyond 200 bundles per day separately. These rates will have a weightage and after multiplier, it will attract a value which will be considered for e-Reverse Auction.

We request the bank to clarify if the final TCO price will be a summation of the three-line items or each has to be bid separately during reverse auction. How will the bank judge the winner?

We understand that bank is assuring payment of minimum 200 bank note bundles per day and also asking to quote for bundle beyond 200 as well.

Our request to bank if bank could provide tentative data of daily average bank notes for all 148 sites.

| Daily Average bundles inflow per day | No of Sites |
|--------------------------------------|-------------|
| 200-300 bundles | ----- |
| 300-400 bundles | ----- |
| Above 400 bundles | ----- |

Above useful information shall help us to calculate the cost of our resources to meet banks requirement at these respective sites and help us to quote the best of our prices.

As an experienced service provider providing services across India in the field of Cash Processing services, we generally provided the machines with 8+1 pocket facility semi-automated machine which will having the same capacity to package, bundled and processed 200 bundles in a day with 8 hour duty shift.

Requesting to bank to kindly consider the same machine as it can also save upto 30% of present cost with comparison with FANVPM.

Final Bid will be considered based on the sum of value of 3 lines given in Annexure-XI.

Details of specific sites will be made available once the bidding process is completed.

Bank is looking for end to end automation and thus the present RFP is for Fully Automated Note Verification & Processing Machine

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| <p>14</p> | <p>Page-8, Para-02.14: The successful bidder shall commence its services at the identified centres within 4 months from the date of receipt of Letter of Intent (LOI) at 50% of CCs and at remaining 50% of CCs within 6 months of receipt of LOI, if readiness to start installation is communicated by the concerned CC. Any delay in commencement of the services will attract penalty at the rate of ₹50,000/- per week or part thereof. If delay is beyond 6 weeks, the offer/agreement with the Service Provider will be deemed to have terminated the arrangement and the EMD/ performance guarantee submitted will be forfeited/ invoked.</p> | <p>The successful bidder shall commence its services at the identified centres within 4 months from the date of receipt of Letter of Intent (LOI) at 50% of CCs and remaining at 50% of CCs within 8 months of receipt of LOI, if readiness to start installation is communicated by the concerned CC. Any delay in commencement of the services will attract penalty at the rate of ₹50,000/- per week or part thereof. If delay is beyond 6 weeks, the offer/agreement with the Service Provider will be deemed to have terminated the arrangement and the EMD/ performance guarantee submitted will be forfeited/ invoked.</p> <p>The machines require about 4 months to manufacture and with transportation it will take minimum 6 months and so request 6 months for commencement of the first 50% of the order.</p> <p>We request Bank to consider, penalty at the rate of Rs. 25,000/- per week. Also, if site is not ready that delay should not attract any penalty to the bidder.</p> <p>The system are made to order so would request bank to keep the timelines as minimum 7 -8 months from receipt of LOI at 50% sites and balance 50% within 10 months of receipt of LOI.</p> <p>As Bank knew, this is very complex job and appropriate solution required to handle multiple resources like Sorting module,</p> | <p>No Change is considered.</p> |
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| | | <p>packaging machines, consumables and manpower. We request to bank to reconsider the commencement of service and request to extend this up to 6 month for 50% of CC and remaining with within 9 months from date of signing of the agreement instead of receipt of LOI.</p> <p>We request the penalty is limited to 5000 per week.</p> | |
| <p>15</p> | <p>Page-9, Para-02.16: Damages for non-fulfillment of terms of contract will be calculated for the shortfall in processing minimum bundles stipulated for a day, to be decided at the end of the month. Damages for shortfall will be calculated at 125% of the contracted rate per bundle. Such recovery will be upto a maximum of 5% of the contracted value (i.e. for 3 years) beyond which the contract is liable to be terminated at the sole discretion of the Bank; the Bank shall also seek further damages from the service provider for disruption in the service.</p> | <p>Request damages to be restricted to 25% of the rate per bundle for not processing as these bundles are subsequently processed by the service provider and he will get nothing for these bundles plus he has to pay also . The non- processing can occur due to breakage of the machine due to poor quality of the notes, high dust content, dampness in notes after rains etc in the notes which is beyond anybodies control and so we request leniency towards the service provider .</p> <p>We request bank to calculate damages for shortfall to be calculated at 100% of the contracted rate per bundle.</p> <p>And such recovery will be upto a maximum of 5% of the monthly billing.</p> <p>Please clarify if the deduction on account of shortfall in processing on penal rates will be from the guaranteed minimum bundle invoicing every month.</p> | <p>No Change is considered.</p> <p>Guaranteed payment of minimum bundles will be subject to processing 100% of cash supplied to SP or minimum 200 bundles per day. Deduction for short fall will be from the pay outs due to SP.</p> |

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| 16 | <p>Page- 9, Para-02.17: In case, RBI imposes any penalty for such shortages/ deficiencies, the SP will be responsible, and compensate the Bank for such penalty and the Bank will be entitled to recover the same from the amount payable for the services rendered or from any other assets of the SP available with the Bank.</p> | As this is the completely unlimited liability imposed upon SP, requesting to consider the penalty figure as 2% of the contract. | As the machines & personnel will be provided by SP, any penalty imposed on the Bank for shortage/deficiencies will be recovered from the SP. |
| 17 | <p>Page-9, Para-02.22: The period of initial arrangement will be 3 years</p> | We request to make the initial arrangement for 5 years as this will help to avail finance facilities | RFP provides for extension for further period of 2 years on satisfactory operations on same terms and conditions. |
| 18 | <p>Page-10, Para-03.01 (ii): The Bidder must have been in cash processing services for at least 2 years as on 1st April 2019. The FANVPM should have a processing capacity of 1000 Currency Notes per minute from a machine having single sorting module operational in any part of world as on the date of submitting the proposal.</p> | Please clarify the clause "cash processing services". The Company has an expertise in supplying the various types of Currency processing Machines for more than 2 decades to the Banks and maintaining AMC services (a part of the cash processing services) and providing complete support to the Bank for processing their cash during the contract period. | Cash processing Services include sale, servicing or operating machines engaged in Cash Processing. |
| 19 | <p>Page-10, Para-03: Eligibility criteria for submission of bids:</p> | Bidder having experience in the field of supplying FANVPM and with all credential document whether meeting eligibility criteria? | Suppliers of FANVPMs are eligible as given in paragraph 02.01 on Page-7. |
| 20 | <p>Page-11, Para-04.03: The EMD may be in the form of either Banker's Cheque / Pay Order / Demand Draft favouring State Bank of India, payable at Mumbai for ₹ 25.00 lakh (Rupees Twenty Five Lakh Only) or irrevocable Bank Guarantee (as per Annexure-VIII "Format for EMD Bank Guarantee") issued by a First Class Bank in India given in Annexure-VII</p> | Please confirm the validity period of EMD Bank Guarantee. | Bank Guarantee for EMD must be for a minimum period of 6 months. Further, period of BG for EMD may be extended till finalization of successful Bidder(s). Successful Bidder(s) will be required to get the period of BG extended till installation of |

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| | for ₹ 25.00 lakh (Rupees Twenty Five Lakh Only). In case, State Bank of India (SBI) is the sole Banker for the Bidder, a Letter of Comfort from SBI would be acceptable. | | machines and providing PBG for the contract. |
| 21 | Page-13, Para-11: Successful bidders shall submit a performance Bank Guarantee issued by any First Class Bank in India (Annexure-VII) for ₹25 lakh (Rupees Twenty Five Lakh Only) for each CC. | 25 Lacs for each CC is extremely high. This should be taken on consolidated basis. We request Bank to reduce the amount to Rs 5 lacs, like BG for logistics. The threat perception is very less at currency chest as compared to logistics. Further the workers are frisked while entering and leaving, the entire operation is done under cameras and the currency is accounted every day without fail. | Keeping in view the quantum of cash envisaged to be processed, no change is considered. |
| 22 | Page-13, Para-12: Payment terms | If there is a delay in payment of the bills, bank should consider payment of interest for delay. | Terms will remain as stated in the RFP. |
| 23 | Page-14, Para-15: The Service Provider should equip themselves with necessary standby facilities | Considering the unique kind of machine, keeping stand-by in all CC may be not feasible. So, this clause to be suitably amended | RFP provides for standby facilities to process the notes in the eventuality of break down. Such facilities may not be similar kind of machines. |
| 24 | Page-15, Para-16.01.04: The machine should be upgradable | It is suggested to incorporate" Any such upgrade, if feasible, shall be carried out on mutually agreed cost basis" | Paragraph is having adequate clarity and upgradation required is commonly accepted trade practice. |
| 25 | Page-15, Para-16.01.05: Stacking compartments: There shall be separate sets of compartments for ATM Fit/ issuable / non-issuable (i.e. soiled) and reject / suspect notes. After the notes are processed, sorted notes should go to the respective compartments, strapped in packet of 100 pieces. In case of non | Single use plastics have been banned and so please advise us whether shrink wrapping is really needed. | Bundles of processed notes be shrunk wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change, price for shrink wrapping will be renegotiated. |

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| | <p>issuable notes one packet of 1000 pieces is to be prepared as per RBI guidelines. Ten (10) such packets (in case of non-issuable notes one such packet of 1000 pieces), will be bundled and strapped. Every such bundle will be shrink wrapped in plastic paper and automatically labeled with information containing denomination, number of pieces, date of processing with machine ID and operator ID. For any shortages, counterfeit notes/ deficiencies detected at RBI in unfit/soiled notes directly sent to RBI, the SP will be fully responsible. If RBI imposes penalty for such shortages/ deficiencies, the SP will be responsible, and compensate the Bank for such penalty in addition to shortage.</p> | <p>Please clarify if the process of banding, bundling and shrink wrapping is fully automated capability?</p> <p>For unfit category, we will have the banding of the 100 notes and then bundling of 10 packets and shrink wrapping, if the process is clarified to be fully automated. SBI will have to confirm with RBI on this process.</p> <p>We request bank to accept bundle of the non-issuable notes in 10 packets of 100 each. Bundling of non-issuable in batches of 1000 notes prior to remittance is a requirement specific to India and thus FANVPM which is designed as per global processing standards and requirements would find it difficult to meet this specific requirement.</p> <p>The pocket capacity is 500 so strapping 1000 unfit notes together is not possible. We can do the strapping of 1000 unfit notes manually by clubbing 2 nos of 500 notes bundle. We would request bank to relax this clause.</p> | <p>Process of banding, bundling and shrink wrapping is to be fully automated capability.</p> <p>This is as per RBI requirement. We are agreeable to provide flexibility from full automation to achieve end results of bundle of 1000 pieces to meet RBI requirement.</p> |
| <p>26</p> | <p>Page-17, Para-16.03: Technical Specifications: A. General: S. No. 5</p> <p>Currency note Input / Hopper Capacity / Feeder Capacity - Minimum 2000 loose notes and above.</p> | <p>We request Bank to consider, Currency note Input / Hopper Capacity / Feeder Capacity – Minimum 1000 loose notes continuous type feeder.</p> <p>The feeder capacity of 1000 notes would suffice the requirement , adding up extra capacity feeder would have an impact on the cost. We would request the bank to relax this clause of feeder capacity to 1000 loose notes.</p> | <p>For uninterrupted processing of currency notes, hopper capacity of 2000 notes is considered. No change is considered.</p> |

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| | | <p>We request Bank to consider the capacity of the Currency note Input / Hopper Capacity /Feeder Capacity - Minimum 1200 loose notes and above" because its an on-going feeding process in the machine and the no. of notes added in the feeder at one time is not related to the output. We have the capability of providing the output of more than 1000 notes per minute so request Bank for an amendment in this clause.</p> <p>Most of the machine in this category have note feeding capacity of 1000 bank notes and it is continuous feeding therefore we request to change this to 1000 loose capacity.</p> | |
| 27 | <p>Page-17, Para-16.03, S. No.7:</p> <p>Performance Data / Processing Speed Sorting Speed : Output of 1000 Currency Notes per Minute</p> | <p>Bank would like to get the productivity to minimum 200 bank notes bundles per day and as per our experience in doing cash processing in India, this volume can be achieved easily by FANVPM which is having speed of 600 notes/mins and Bidder is also responsible to be penalized if does meet daily productivity.</p> <p>Therefore, we request to bank to bidder's discretion to quote FANVPM which is meeting the daily productivity of 200 bank note bundles.</p> | <p>Bank intends to build processing capability of 1000 notes per minute per FANVPM. Minimum assured payment will be of 200 bundles per day.</p> |
| 28 | <p>Page-19, Para-16.03:</p> <p>Technical Specifications:</p> <p>B. Sensors: S. No.2: FANVPM should be capable to do sorting of all type of Currency Notes issued by RBI and to be issued in future in the modes mentioned in the Specification column:</p> | <p>We request Bank to clarify below points:</p> <ol style="list-style-type: none"> 1. Packet ID/Endorsement required to be printed on Pack of 100 Notes? (Is it Mandatory to provide details of note quality details on the Paper Band (ATM /FIT/UNFIT & Bank/Process details) | <p>Each packet must have unique machine processing ID. Indication of quality of notes [FIT/ATM FIT/Non-issuable] on paper band either by marking or using different colour Band.</p> |

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| | <p>Sorting Parameters</p> <ul style="list-style-type: none"> • ATM Fit. • Customer Issuable / Fit. • Gandhi/ Ashoka Pillar notes can be separated. • Non Issuable/ Soiled (Ashoka Pillar Notes / all note series of all denomination issued prior to 2005 should automatically go to Soiled notes stacker) • Orientation Sorting. All non-oriented notes should go into reject pocket • Forged notes should go into reject pocket • Specified Bank Notes (Currently ₹ 500/- of old MG series & ₹1000/-) should go into reject packet. <p>All the above parameters should be capable of being configured as per Bank's/RBI requirements from time to time.</p> | <p>2. Note processing /Quantity /details is mandatory to print on Bundle (1000 Notes)?</p> <p>3. Is FANVPM output of (1000 note) Bundle should be in Fully automatic mode or Bidder is allowed to process Bundle manually?</p> | <p>Each Bundle must have a slip affixed below bander depicting details of quality, quantity & date of processing.</p> <p>FANVPM should be in fully automatic mode.</p> |
| <p>29</p> | <p>Page-21, Para-17, S. No. 3:</p> <p>Revenue earned from processing of currency notes for the last 2 years ending with 31.03.2019</p> | <p>Please clarify the clause "processing of currency notes". The company is supplying the various types of Currency processing Machines for more than 2 decades to the Banks and helping Banks to process the currency notes (through AMC Service) during the contract period.</p> | <p>Revenue from processing of currency notes include any revenues earned due to sale and servicing of cash processing machines.</p> |

| <p>30</p> | <p>Page-23, Para-21.02:</p> <p>Technical Evaluation:</p> <p>S. No.-1</p> <table border="1" data-bbox="271 336 869 544"> <thead> <tr> <th>Revenue of the bidder for last 2 years</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1. Above Rs. 5 Crore</td> <td>25</td> </tr> <tr> <td>2. Above Rs. 2 Crore</td> <td>20</td> </tr> <tr> <td>3. Above Rs. 1 Crore</td> <td>15</td> </tr> </tbody> </table> | Revenue of the bidder for last 2 years | Marks | 1. Above Rs. 5 Crore | 25 | 2. Above Rs. 2 Crore | 20 | 3. Above Rs. 1 Crore | 15 | <p>Looking at the value of contract, Revenue of the Bidder for the last 2 year asked by Bank is very low, we request & suggest Bank to kindly include below financial criteria for evaluation:</p> <table border="1" data-bbox="927 336 1525 552"> <thead> <tr> <th>Revenue of the bidder for last 2 years</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1. Above Rs. 50 Crore</td> <td>25</td> </tr> <tr> <td>2. Above Rs. 20 Crore</td> <td>20</td> </tr> <tr> <td>3. Above Rs. 10 Crore</td> <td>15</td> </tr> </tbody> </table> | Revenue of the bidder for last 2 years | Marks | 1. Above Rs. 50 Crore | 25 | 2. Above Rs. 20 Crore | 20 | 3. Above Rs. 10 Crore | 15 | <p>No change is considered.</p> |
|--|--|--|---|----------------------|----|----------------------|----|----------------------|----|---|--|-------|-----------------------|----|-----------------------|----|-----------------------|----|---------------------------------|
| Revenue of the bidder for last 2 years | Marks | | | | | | | | | | | | | | | | | | |
| 1. Above Rs. 5 Crore | 25 | | | | | | | | | | | | | | | | | | |
| 2. Above Rs. 2 Crore | 20 | | | | | | | | | | | | | | | | | | |
| 3. Above Rs. 1 Crore | 15 | | | | | | | | | | | | | | | | | | |
| Revenue of the bidder for last 2 years | Marks | | | | | | | | | | | | | | | | | | |
| 1. Above Rs. 50 Crore | 25 | | | | | | | | | | | | | | | | | | |
| 2. Above Rs. 20 Crore | 20 | | | | | | | | | | | | | | | | | | |
| 3. Above Rs. 10 Crore | 15 | | | | | | | | | | | | | | | | | | |
| <p>31</p> | <p>Page-26, Para-26.03:</p> <p>The operation of the Tenderer in Pakistan and China, if any, should be suitably firewalled from the contract</p> | <p>Please clarify machines manufactured in China are allowed.</p> | <p>There is no bar on manufacturing anywhere in the world.</p> | | | | | | | | | | | | | | | | |
| <p>32</p> | <p>Page-29, PART-IV:</p> <p>Certified copy of the Board resolution authorizing the signatories to submit this RFP must be enclosed</p> | <p>Please also consider power of attorney in favour of the signing party to the bid as resolution has been passed to issue power of attorney to officials to bid.</p> | <p>Board resolution must clearly state authorization to sign documents related to the RFP, including delegating powers to sign by means of POA.</p> | | | | | | | | | | | | | | | | |
| <p>33</p> | <p>Page-32, Para 3.1:</p> <p>This Agreement shall remain in force for an initial period of 3 years from(date), unless terminated sooner in accordance with the provisions of this agreement. This date will be the date of commencing services at the identified centre. This period may be extended on satisfactory operations for a further period of 2 years on same terms and conditions.</p> | <p>As FANVPM has minimum life is up to 7 years, we therefore request to bank to increase the initial contract contract period from three years to 5 years from the date of commencement of services at respective sites.</p> | <p>RFP provided for extension for further period of 2 years on satisfactory operations on same terms and conditions.</p> | | | | | | | | | | | | | | | | |

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| <p>34</p> | <p>Page-36, Para-13: Indemnification</p> | <p>Bidder should be liable to indemnify the Bank for only actual proven loss and for acts directly attributable to the Bidder.</p> | <p>Indemnification clauses have been elaborated in paragraph 13.1 to 13.3 on page 36 & 37. No change is considered.</p> |
| <p>35</p> | <p>Page-44, Schedule-'II': The Bank will assure payment for a minimum of 200 bundles per day for notes processed on FANVPM, however Service Provider has to process all the Cash received in excess of 200 bundles.</p> | <p>The machine can process between 200 to 300 bundles normally if the notes are not dusty. The non- processing can occur due to breakage of the machine because of poor quality of the notes, high dust content, dampness in notes after rains etc. in the notes which is beyond anybodies control and so we request bank to fix an upper limit per day accordingly.</p> | <p>Processing capability of the machine is upper limit for processing per day.</p> |
| <p>36</p> | <p>Page-47, Para-XVII: SP shall also arrange for commissioning, spares, oils, lubricants and consumables and UPS equipment, Air Purified equipment etc. required for completion of successful installation, commissioning and day to day operation of the system.</p> | <p>We request bank to arrange for dust free environment as the dust emanates from the notes and so it is requested bank arrange for air purifier.</p> | <p>No change is considered. Air purifier will have to be arranged by Service provider (Bidder).</p> |
| <p>37</p> | <p>Page-47, SCHEDULE - 'III': The scope of Hire contract shall include supply of Machine securely packed in good condition, transporting, handling, installation, commissioning, maintenance and operation thereof at (name of centres). SP may visit the Currency Chest and ensure that adequate space (not more than 200 sq feet) is available to accommodate the machine and also submit the Civil / electrical construction plan to the bank well in advance. SP shall also arrange for commissioning, spares, oils, lubricants and consumables and UPS equipment, Air Purified equipment etc. required for completion of successful</p> | <p>We request the bank to increase the space requirement to beyond 200 square feet. We request Bank to consider adequate space (250 sq feet) should be available for processing the cash at processing Center.</p> | <p>No change is considered. Layout of machine may be aligned according to space available.</p> |

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| | installation, commissioning and day to day operation of the system. | | |
| 38 | Page-59, Para-4: Should it be necessary to extend this guarantee on account of any reason whatsoever, Surety undertakes to extend the period of this Guarantee on Bank's request till such time as may be required by the Bank. Bank's decision in this respect shall be final and binding on Surety. | This clause makes the PBG text open ended. Bank's does not issue open ended guarantees unless they are given 100% cash margin. We request bank to delete this clause from the Performance Bank Guarantee text. If this clause stays it adds up to the cost drastically. | The clause is excluded from Bank Guarantee format. The Successful bidder will undertake to extend the period of this Guarantee on Bank's request till such time as may be required by the Bank. Bank's decision in this respect shall be final and binding on Surety. |
| 39 | Page-68, Annexure-'XI': <u>Financial Bid Format</u> Rate per bundle for shrink wrapping | Bank is requested to advise in the beginning itself that whether shrink wrapping is needed as stopping of shrink wrapping midway will affect the SP his investment will go waste. We request the bank to clarify if the final TCO price will be a summation of the three line items or each has to be bid separately during reverse auction. How will the bank judge the winner? In Sr. No.1, Bank asked Rate per bundle of 1000 pieces of notes excluding Shrink Wrapping, In Sr. No.3, Bank asked Rate per Bundle for Shrink Wrapping for 100 Bundles. Kindly confirm for 200 bundles bank do not required Shrink Wrapping ? | Bundles of processed notes be shrunk wrapped using transparent materials permissible at the time of Bid. For any change in use of material emanating from regulatory change later on, price for shrink wrapping will be renegotiated. Final Bid will be considered based on the sum of value of 3 lines given in Annexure-XI. Rate for processing given at Cost Item 1 & 2 (Annexure-XI) will be inclusive of process upto secured bundling. Shrink wrapping cost will be paid in addition to it. In case of its discontinuation, the cost will not be paid. |

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| | | <p>Would request bank to confirm whether bank want to do Shrink wrapping or Nylon Strip on the 200 bundles ?</p> <p>This functionality required in one single machine, or bidder should provide additional machines for Shrink Wrapping or Nylon Strap (Manual Mode)?</p> <p>Kindly elaborate on cost item 3 as this indicates towards manual intervention. Kindly please clarify, why is bank asking to quote separately for shrink wrapping the bundles in 100 multiples. Will bank pay this addition to minimum payments of processing of 200 bank notes?</p> | |
| 40 | | <p>Processing Speed:</p> <ol style="list-style-type: none"> 1. The bank has asked for a processing capacity of 1,000 notes per minute from a machine having a single sorting module. On the other hand, the desired throughput from the machine has been put at a minimum of 200 bundles per day. 2. Assuming that the throughput is going to be 240 bundles in an 8-hour shift, this translates to 30 bundles and hour. This comes down to one bundle (1,000 notes) every two minutes. Therefore, a machine of processing capacity of 500 notes per minute would meet the requirement of 240 bundles per day, which is more than the minimum stipulation of 200 bundles per day. | No Change is considered. |

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| | | <p>3. Supposing that the processing capacity of the machine is increased to 1,000 notes per minute, the downstream processes of banding, strapping and shrink wrapping will not be able to match the sorting output.</p> <p>4. Therefore, the figure of merit of the FANVPM should be based on the eventual throughput than the performance of any individual component.</p> <p>5. That Bank may therefore like to amend the stipulation of a processing capacity of the sorters suitably.</p> | |
| 41 | | <p>Cash Processing Services:</p> <p>6. The major supply against SBI RFP Ref: SBI/R&DB/ABD/1 dated 18.09.2019 is going to be the FANVPM. The supplier of the FANVPM would therefore be the prime bidder.</p> <p>7. The secondary service to be provided would be cash processing. The bank has stipulated that the bidder must have been in cash processing services for at least two years and should have earned a revenue of not less than Rs. 1 crore per annum for each of the last two accounting years. Therefore, experience of the prime bidder in the sale of note sorting machines and training of customers in cash processing should be included as part of experience for cash processing.</p> | <p>Cash processing Services include sale, servicing or operating machines engaged in Cash Processing.</p> |

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| 42 | | <p>General Queries:</p> <p>Does tender/RFP allow to bidder quote 1 or more FANVPM solutions for this tender in single bid.</p> <p>Does this tender/RFP allow different bidders quote same FANVPM model for meeting the bank's requirement.</p> <p>Does this tender/RFP allow to submit the bid by the bidders-FANVPM bid directly for this requirement and other bidder uses same FANVPM to submit the bid for this requirement.</p> <p>Does this tender/RFP allow to Indian Bidder and its Indian subsidiary company to submit the bid separately for this requirement.</p> | <p>Each bid should have quote on one FANVPM.</p> <p>Bidder is free to quote any FANVPM which they are manufacturing / supplying / distributing or having arrangements for operation.</p> <p>A company and its subsidiary are two legal entities and may bid separately.</p> |
| 43 | | <p>Requesting for extend the due date of submission of proposal till 2 week ahead from the existing date of submission.</p> | <p>Last date of submission of Proposal is extended upto 16:00 hours on 22nd October,2019</p> |
| 44 | | <p>We are working as a service provider for cash processing service where manpower is under our payroll and for supplying FANVPM, we have the tie up with partner company who is supplying the machines and as on date our supplier has provided same type of machine. Other things to run cash processing is being undertaken by us. For being eligible in technical bid, whether we are satisfying the terms of RFP with regards to supplying of FANVPM.</p> | <p>Service Providers having tie-up with FANVPM OEMs agreement will be eligible. Such Service Providers must have agreement to service FANVPMs by OEMs for a residual period longer than 3 years from the date of Bid. Copy of such agreement be enclosed with Technical Bid. Audited Financial Statements of such Service Providers must show</p> |

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| | | | revenue from cash processing to the extent given in eligibility criteria. |
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