

TECHNICAL SPECIFICATON: SUPPLY CONDITIONS AND STORE QUANTITY

SUPPLY OF MEDICAL GASES AS UNDER:

SCHEDULE OF WORK: Schedule work – 3 years,

AIIMS Bilaspur has storage capacity of 40 KL LMO tank (two 20 KL LMO Tanks), which requires approximately four to five refill supply with 15 ton LMO tanker per month. Tender is invited for supply of Medical Liquid Oxygen Required for AIIMS Bilaspur for AIIMS LMO tanks for the period of three years.

Total Requirement approx. 3,50,000 m3/year

TERMS & CONDITIONS OF SUPPLY OF GASES

1. Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.

2. Rate should include loading and unloading charges at factory site as well Institute site. Separately any other taxes/duties payable should be clearly mentioned. The Institute shall bear any increase in the statutory taxes/duties (such as excise duty) only on the finished goods/product, which may become livable at a later date during the period of contract. However, the Institute shall be entitled to the benefit of any decrease in the price on account of reduction or remission of excise duty, sales tax or any other statutory tax or duty which takes place during the period of contract. The agencies specify the sales tax to be charged from the institute.

3. Rates shall be quoted for supply of medical gases F.O.R AIIMS, Bilaspur.

4. Spares and services required for refilling of LMO Tank should be borne by supplier himself, if any.

5. (a) Reference temperature for oxygen gas shall be ~~27°C~~ ^{should be read as 27°C Nil}

(b) Mode of measurement 1Kg=0.77M3

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Assistant Professor AIIMS Bilaspur
Regd. No. 1425/12 (HPU)
26/4/24

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6. The prices applicable to this contract quoted in this tender will remain firm during the period of contract.
 7. The vendor should have drug license for supply of Medical Gas.
 8. The rates quoted shall be for supply of medical gases only.
 9. Specifications: - The supply shall conform to specified codes (latest edition).
Medical Oxygen IP-2018
 10. Supply of gases under the contract to AIIMS, Bilaspur being of a regular and continuous nature.
 11. The quantity of gases can be increase or decrease, as per requirement of this office and no claim whatsoever will be entertained on this accounts.
 12. Random sampling will be done at the institute and pilferage or less quantity will be recovered at penal rate i.e. double the supply rate.
 13. In case there is a sudden surge in oxygen usage due to situation such as Covid-19 pandemic situation, natural calamities, etc, the necessary requirement must be fulfilled.
 14. The material should be supplied to the manifold room, AIIMS, Bilaspur within 24 hours from the first delivery call from the In Charge Manifold Room.
 15. Failure to delivery within 24 hrs. may invite late delivery charges.
 16. In case, the second party fails to supply the material as per requisition, penalty will be imposed @0.5% per day of supply of a particular day. If supply is delayed more than 12 hours (beyond the prescribed time mentioned above) during any day will be considered as one day. The penalty will be deducted from the bill of the same day supply.
 17. In case of increase of frequency of persistence of fall on the part of the firm such kind of action, the action as deemed fit (debar/blacklist) will be taken against the supplier.
 18. Manufacturer's plant should not be more than 300 kms road distance from AIIMS, Bilaspur. He should provide road path in a proper google map.
 19. The firm quoting for tender should primary manufacturer of Liquid Medical Oxygen (LMO) through Air Liquefaction process.
 20. Firm quoting for LMO should have a valid drug license & should be following testing process as per Indian Pharmacopeia IP – 2018.

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21. Manufacturer should not be a blacklisted entity in last two years.
 22. The firm quoting for gases need to quote for Liquid Medical Oxygen (Net Price) per cubic meter.
 23. Medical Gases should be supplied as per IP 2018 standards.
 24. The Weighment of transport of vessel before and after decanting should be done in the Presence of authorized person of the institute at mutually agreed authorized digital weighing Bridge or dharamkanta with camera in Bilaspur and weighing charges at weigh bridge will be paid by the vendor. Delivery challan will be in Kg. Invoice would be made in M³ (1Kg=0.77M³) and not in Kg.
 25. ISO/WHO License or other equivalent quality certificate for manufacturing of gases should be provided by the vendor.
 26. Firm quoting for Liquid Medical Oxygen should have minimum audited annual turnover of INR 520 lacs.
 27. Supplier should be suppling to minimum 2 Government hospitals in India & valid documents form any one of them to be produced.
 28. Shall be a reputed firm with an experience of 5 years with their own, manufacture, Maintenance & transport of Liquid Medical Oxygen.
 29. The firm should provide documentary evidence regarding the following:
 - a. Having multi manufacturing unit & may not be dependent on one unit only.
 - b. Total Production capacity of gases per day in tons (100 tons per day approx.).
 - c. The infrastructure regarding quality control and analysis facilities to test the composition of gases as per IP standards.
 30. Supplier should ensure supply of oxygen in terms of Global Safety Standards.
 31. Following specifications of LMO, vaporizer and regulator to be followed:
 - a. Liquid Medical Oxygen: - As per Indian pharmacopoeia 2018.
 - b. Should be certified for medical use as per IP 2018.
 - c. Should not contain less than 99.6% V/V of oxygen.

with

loga

for

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- d. Should not contain more than 5ppm carbon monoxide
 - e. The infrastructure regarding quality control and analysis
 - f. Should not contain more than 30ppm carbon dioxide.
 - g. Should be free of halogen.
 - h. Should be free of moisture.

Note: Provide undertaking each time for compliance & each time LOT/Batch no is filled

- 27. Vendor should provide e way bill with each delivery at the time supply.
- 28. Vendor should provide each time a certificate containing LOT/Batch no., test/quality certificate, confirmation of certificate at prescribed standard and delivery challan.
- 29. Invoice will be processed for payment only after receiving it in physical form
- 30. Bidder should have two years' experience of supply of LMO to at least two government owned hospitals each with a bed capacity of minimum 500 beds.
- 31. Proof of demand and supply of LMO to hospital(s) in terms of vouchers, during the period of last two financial years.
- 32. Manufacturer should have PESO license to manufacture and storage of LMO.
- 33. AIIMS, Bilaspur has right to terminate agreement by giving 90 days (03 month) written notice without any obligation as to damage, loss or correction to business opportunity to supplier/L1 bidder.
- 34. It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.

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N.T.C.

P. J.

for

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Corrigendum -01

Amendment and Reply/Clarification to Bidder Queries for supply of Liquid Medical Oxygen

Name of Work: - Supply of Liquid Medical oxygen (LMO)

Tender No.: - GEM BID No. GEM/2024/B/4944986, Dated 21/05/24

M/s Linde India Ltd.

Tender Reference Point no	Specification As per Tender	Changes Requested by Bidder	Justification	Amendments
01	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.	Bidder should be a primary Manufacturer through Air Liquification Process and must have at least 5 manufacturing unit anywhere in India.		Tenders should be quoted only by the actual manufacturer or their authorized dealer/ distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their authorization by the manufacturer. Manufacturer /authorizer should have minimum one plant in North India.
04	Spares and services required for refilling of LMO Tank should be born/beard by supplier himself, if any.	Bidder only responsible for supply of LMO and all other services regarding the maintenance of the vessel would be the buyer responsibility.		Bidder will be responsible to provide/arrange spares and service required to Transfer LMO from LMO Transport tank to Institute LMO Tank.
29(a)	Having multi manufacturing unit & may not be dependent on one unit only.	The firm should provide documentary evidence regarding the following: - Having multi manufacturing unit & may not be dependent on one unit only (Minimum 5 ASU in all India of 200 tons/day		As the authorized distributors/supplier are also allowed to participate hence deleted.
29(b)	Total Production capacity of gases per day in tons (100 tons per day approx.).	Total production capacity of gases per day in tons. (Minimum of 1000 tons per day approx.) Total storage capacity of gases at different units (Minimum of 1000 tons per days (approx.)		Manufacturer or their authorized distributor/supplier required to submit letter in support that their authorizer have minimum production capacity of 50 tons LMO per day.

34	It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.	Total no. of LMO transport tank. (Minimum of 200 Liquid oxygen transport tankers per day approx..		Manufacturer or authorized distributor/supplier required to submit letter in support that their authorizer have Minimum 10 LMO Transport vehicles (various capacity) with LS-2 license.
Request to Add		Telemetry system for continuous monitoring of liquid level in the storage vessel vendor should install the telemetry system which will be monitored centrally from anywhere in India, vendor should provide the last three months telemetry data of any 03 govt. hospitals in this regard.		Telemetry system already exists in LMO installed at AIIMS Bilaspur.
Request to Add		Vehicle monitoring system the vendor should have the advance monitoring system for location tracking speed tracking and visual monitoring of the vehicle during vehicle movement for rescheduling filling in case of any mechanical failure of vehicle.	Vehicle monitoring system is a requirement of the supplier.	Optional

2) M/s Vayu Products Private Limited

Refer Point no	Required Bid Specifications	Changes Required	Justification	Amendments
01	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.	Vayu Products Pvt Ltd. current production capacity and storage capabilities underscore our unwavering commitment to meeting the demands of medical oxygen supply. Additionally, our forthcoming manufacturing facility in Beri, District Jhajjar, Haryana, set to be operational within three-four months, will contribute significantly to our operational capacity. Our current production of Liquid Medical Oxygen stands at 150 metric tonnes per day which is 500 times the actual current consumption of the institute. Further, this production capacity will be doubled to 300 tonnes per day within the next four months. The inclusion of a restrictive clause mandating a minimum of two ASUs in the country within the tender document limits competition primarily to		Tenders should be quoted only by the actual manufacturer of Liquid Medical Oxygen Thorough Air Liquification process or their authorized dealer/distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their

		<p>a select few foreign multinationals. This contradicts the essence of the Make in India initiative and introduces an element of anti-competitiveness to the tendering process. Additionally, such a restriction places the institute at risk of facing elevated prices for Liquid Medical Oxygen, given the narrowed entry to only two or three foreign MNCs in the country.</p> <p>Furthermore, within the next three-four months, Vayu Products is poised to become the second-largest producer of Liquid Medical Oxygen in the northern region of the country. Consequently, even if any other foreign multinational possesses a single ASU in Northern India and multiple units in the Western, Eastern, and Southern regions, Vayu Products remains better equipped to fulfil the requirements of your esteemed institution making the present clause redundant.</p>		<p>authorization by the manufacturer. Manufacturer /authorizer should have minimum one plant in North India.</p>
28	<p>Shall be a reputed firm with an experience of 5 years with their own, manufacture, Maintenance & transport of Liquid Medical Oxygen.</p>	<p>Vayu Products' manufacturing facility, located just over 100 kilometres from the institute, boasts an impressive production capacity of 150 tonnes per day of Liquid Medical Oxygen—500 times the institute's actual current demand. Additionally, Vayu Products has a storage capacity of 1,300 tonnes, ensuring we can meet any demand efficiently.</p> <p>Although Vayu Products has been in production for the past two years, our promoters have a robust 20-year history in the medical oxygen trading business through our sister concerns, M/s United Traders and M/s Lakshmi Carbide. The current clause imposing a five-year limit for the operation of manufacturing facilities, maintenance, and transportation is unnecessarily restrictive. It limits fair competition and allows a monopoly by a select few companies to persist. Since obtaining our drug license on 25th August 2022, Vayu Products has supplied a substantial amount of Liquid Medical Oxygen, totalling</p>		<p>No amendment. Exemption under MSME and Start up India may be given as per Govt. guidelines.</p>

		<p>3,28,87,727 KGs (Three Crore Twenty-Eight Lakhs Eighty-Seven Thousand Seven Hundred Twenty-Seven). This translates to an impressive supply rate of 51 tonnes per day, establishing us as one of the largest producers and suppliers in Northern India.</p> <p>In light of our proven capability and substantial supply record, the five-year experience requirement for manufacturing, maintenance, and transport of Liquid Medical Oxygen is unnecessarily restrictive and limits healthy competition. We have consistently demonstrated our reliability in meeting the institute's Liquid Medical Oxygen needs and should be considered a qualified and competitive supplier.</p>		
	<p>Bidder should have two years' experience of supply of LMO to at least two government owned hospitals each with a bed capacity of minimum 500 beds.</p>	<p>As a registered start-up with the Government of India, Vayu Products Pvt. Ltd. is entitled to specific benefits, including exemptions from prior turnover and prior experience criteria. These exemptions are designed to encourage innovation and competition, especially from emerging companies with the capability to deliver high-quality services.</p> <p>Despite our status as a start-up, Vayu Products Pvt. Ltd. has established a robust presence in the medical oxygen supply sector. We currently hold government tenders with three of the largest single-user hospitals in Northern India, underscoring our capability and reliability:</p> <p>This extensive experience with major government hospitals illustrates our ability to meet high demand consistently and reliably. Additionally, we supply LMO to several private hospitals, each with a bed capacity exceeding 500, further demonstrating our capability to serve large medical institutions effectively.</p> <p>The requirement of having two years of experience supplying LMO to at least two government-owned hospitals with a minimum bed capacity of 500 beds is unduly restrictive and anti-competitive. It appears to be crafted in a manner that limits competition to a narrow set</p>		<p>No amendment. However, Exemption under MSME and Start up India may be given as per Govt. guidelines.</p>

of foreign multinational companies, thereby undermining the principles of fair competition and innovation.

We have consistently met the rigorous demands of large hospitals, maintaining a high standard of service and reliability. Our proven track record, combined with the benefits and exemptions provided to us as a start-up, underscores our qualification and competence as a supplier of Liquid Medical Oxygen.

Therefore, we request a reconsideration of this clause to allow for a more inclusive and competitive bidding process. By doing so, the institute can benefit from the reliability, and capacity that Vayu Products Pvt. Ltd. brings to the table, ensuring a steady and efficient supply of Liquid Medical Oxygen to meet its needs.

Furthermore, **as per General Financial Rules 2017, Rule 173(xx)(b)**, the lack of competition clause can be invoked to annul the tender document as the current tender clauses appear unduly restrictive, potentially leading to a lack of fair competition. We respectfully request a reconsideration of these clauses to promote fair competition and align with the principles outlined in the General Financial Rules 2017.

These clauses hinder the participation of companies like ours in such processes, resulting in a lack of competition and contravening the rule. The apparent intent behind these restrictive clauses is to perpetuate the monopoly of two foreign MNCs, enabling them to supply Liquid Medical Oxygen—a critical life-saving drug—at exorbitant prices, thereby imposing a substantial financial burden on the Government. **The tender document in its current state only allows the participation of two companies which is a direct contravention of 173(xx)(b), General Financial Rules, 2017 as the tender is to be split between two parties which leaves**

		no scope for fair competition as only two companies can participate in the said tender.		
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3) M/s Inox Air Products

Refer Point no	Required Bid Specifications	Changes Requested	Justification	Amendments
1.	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.	Multiple manufacturing plants should be in North of India or within 500 km radius of Hospital. Back-up can be justified only in case of supplies of LMO from a serviceable distance.		Tenders should be quoted only by the actual manufacturer or their authorized dealer/distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their authorization by the manufacturer. Manufacturer /authorizer should have minimum one plant in North India.
1.c	Firm quoting for Liquid Medical Oxygen should have minimum audited annual turnover of INR 520 lacs.	Having Manufacturer's Clause with More than three plants. Annual turnover of such manufacturer cannot be less than INR 150 Cr		As per guideline Turnover for Bidder is 50% of Bid Value. Turnover for OEM is maximum 400% of Bid Value.
29(b)	Total Production capacity of gases per day in tons (100 tons per day approx.).	Please replace "Production capacity of Gases" with "Production capacity of Liquid Medical Oxygen" To avoid confusion between Compressed Gas generation and Liquid Medical Oxygen Generation		Manufacturer or their authorized distributor/supplier required to submit letter/document in support that their authorizer have minimum production capacity of 50 tons Liquid Medical Oxygen per day.
34	It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.	Why minimum tanker capacity is 15 Tons? Tanker of various sizes like 8 Tons to 20 Tons are being used in LMO supplies and in hilly terrains smaller tanker sizes are more maneuverable during emergencies and natural disasters		Manufacturer or authorized distributor/supplier required to submit letter in support that their authorizer have Minimum 10 LMO Transport vehicles (various capacity) with LS-2 license.

4) M/s Mandav Air Industries

Refer Point no.	Specification Name	Change requested	Justification	Amendments
01	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India	It excludes authorized agents, distributors, dealers, and experienced suppliers. This seems to favor big and large manufacturers, leaving out smaller businesses like ours, even though we have been reliably supplying Medical Gases, including LMO, to various hospitals in Himachal Pradesh and UT Ladakh, including AIIMS Bilaspur, without any complaints for a long time		Tenders should be quoted only by the actual manufacturer or their authorized dealer/ distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their authorization by the manufacturer. Manufacturer /authorizer should have minimum one plant in North India.
18	Manufacturer's plant should not be more than 300 kms road distance from AIIMS, Bilaspur. He should provide road path in a proper google map.	Our submission is that the manufacturing unit must be within 150-175 kms range and the backup unit must not be 200 kms away from AIIMS Bilaspur.		Manufacturer plant or authorized distributor/supplier authorizer plant should not be more than 300 km.
26	Firm quoting for Liquid Medical Oxygen should have minimum audited annual turnover of INR 520 lacs.	According to the Central Vigilance Commission guidelines for tenders, the average annual turnover should be 30% of the estimated bid value. In this case, the bid value is Rs. 1.60 Crore. Based on these guidelines, the required turnover should only be 30% of Rs. 1.60 Crore, which is much less than INR 520 lakhs.		As per guideline Turnover for Bidder is 50% of Bid Value. Turnover for OEM is maximum 400% of Bid Value.
27	Supplier should be supplying to minimum 2 Government hospitals in India & valid documents form any one of them to be produced.	it needs to be clarified whether experience supplying to private hospitals will also be considered, or if only experience with government hospitals and institutions is required.	Experience with minimum 2 govt. hospital would be justified	No amendment
28	Shall be a reputed firm with an experience of 5 years with their own, manufacture, Maintenance & transport of Liquid Medical Oxygen.	If a supplier only provides some of the gases and not all types, they cannot have the full experience required. The supplier must have been the sole supplier of all types of gases to at least two hospitals for the past five years to meet this condition. This requirement ensures that the supplier has	The tender is only about Liquid Medical Oxygen supply.	No amendment

		comprehensive experience in managing the complete supply of Medical Gases.		
29(b)	Total Production capacity of gases per day in tons (100 tons per day approx.).	This condition should be removed from the tender to ensure fair participation from experienced suppliers.	100 tons per day production capacity would ensure even escalated requirement during COVID-19 like situation in future	Manufacturer or their authorized distributor/supplier required to submit letter/document in support that their authorizer have minimum production capacity of 50 tons Liquid Medical Oxygen per day.
34	It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.	<p>The tender requires bidders to have 10 Liquid Medical Oxygen (LMO) transport vehicles. This is not justified, as the actual monthly supply needed is less than 30,000 cubic meters, which only requires one LMO transport vehicle per month.</p> <p>10 Liquid Medical Oxygen Transport tanker. The cost of 10 Liquid Medical Oxygen Transport tanker (Rs.1.5 Cr X 10 number Tankers). Rs. 15.00 Crores</p> <p>the tender cost is 1.6 Crore and for that we must invest 15 crores first just to qualify in tender?</p> <p>It is also surprising that cylinders are not included in the new tender process, whereas many other AIIMS and Central Government hospitals have included cylinders in their tenders. These hospitals are located in big cities where all materials can be made available quickly.</p> <p>We humbly request that the supplier of Liquid Medical Oxygen should also supply all Medical Gases to ensure smooth and timely delivery.</p>		Manufacturer or authorized distributor/supplier required to submit letter in support that their authorizer have Minimum 10 LMO Transport vehicles (various capacity) with LS-2 license.

5) M/s Dhiman Traders

Refer Point no.	Specification Name	Change requested	Justification	Amendments
01	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.	The current conditions stipulate that only manufacturers are eligible to participate, excluding authorized distributors from the bidding process. Where will experienced supplier and dealers of gases will go who are supplying to many hospitals without any interruption even in COVID-19 time. This condition is included so only large manufacturers can participate and their monopoly can be maintained in the business.		Tenders should be quoted only by the actual manufacturer or their authorized dealer/distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their authorization by the manufacturer.
24	The Weighment of transport of vessel before and after decanting should be done in the Presence of authorized person of the institute at mutually agreed authorized digital weighing Bridge or dharamkanta with camera in Bilaspur and weighing charges at weigh bridge will be paid by the vendor. Total supply of kg should be converted to M3 (1Kg=0.77M3) and the invoice to be given in M3 not in Kg.	In the tender document, it is not specified whether an authorized person from the institute will be available to unload the LMO transport vehicle during nights, Sundays or any gazetted holidays upon arrival at AIIMS Bilaspur. Additionally, the document does not provide the distance between AIIMS Bilaspur and the nearest dharamkanta/weighing bridge. In the event that the LMO vehicle remains loaded for more than 24hours, AIIMS Bilaspur may be liable to pay vehicle holding charges. Will the invoice for the holding charges be issued separately or included in the same invoice as the Liquid Medical Oxygen?	An authorized person from the institute would be available during LMO unloading including holidays. Nearest dharamakanta/ weighing is about 4-5 km away and hence cab be done within 1 or 2 hours.	No amendment. No vehicle holding charges will be paid.
26	Firm quoting for Liquid Medical Oxygen should have minimum audited annual turnover of INR 520 lacs.	The annual turnover threshold of INR 520 lakhs is much higher than the tender procurement guidelines. It's important to review this criterion to match the recommended standards and set a more realistic turnover limit. Again, this condition has been included in the tender to eliminate the smaller suppliers or manufacturers from participating.		Turnover for Bidder is 50% of Bid Value. Turnover for OEM is maximum 400% of Bid Value.
27	Supplier should be supplying to minimum 2 Government	whether experience with private hospitals will be considered. It is crucial to clarify this	Supply to minimum to 02 hospital in India would be considered.	No amendments

	hospitals in India & valid documents form any one of them to be produced.	promptly to ensure that past experience with private hospitals is acknowledged and eligible in the bidding process.		
28	Shall be a reputed firm with an experience of 5 years with their own, manufacture, Maintenance & transport of Liquid Medical Oxygen.	The requirement for at least five years of experience as a supplier of Medical Gases to hospitals should specify that the supplier must have been the sole supplier of all types of gases to at least two hospitals for the past five years, ensuring comprehensive experience in managing the complete supply of Medical Gases.	Tender is only regarding liquid medical oxygen supply.	No Amendments
29(b)	Total Production capacity of gases per day in tons (100 tons per day approx.).	The requirement for a total production capacity of 100 tons per day seems excessive and unnecessary, as the actual requirement is not more than 30,000 cubic meters per month. This condition should be removed to allow fair participation from experienced suppliers.	100 tons per day production capacity would ensure even escalated requirement during COVID-19 like situation in future	Manufacturer or their authorized distributor/supplier required to submit letter/document in support that their authorizer have minimum production capacity of 50 tons Liquid Medical Oxygen per day.
34	It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.	The requirement for 10 LMO vehicles is completely unjustified given the actual monthly supply needed. The cost of a single 15 KL tanker is approximately ₹1.5 Crores, resulting in a total expenditure of ₹15 Crores for 10 tankers. Considering the tender value and LMO required per month this condition is unreasonable and appears to be a deliberate attempt to favor a specific supplier. When the rate is fixed, the quantity delivered per tank is irrelevant. In the event of a breakdown, numerous tankers are readily available in the market for LMO supply from many experienced suppliers from in this field from many years. Such a condition is not only questionable but also unethical.		Manufacturer or authorized distributor/supplier required to submit letter in support that their authorizer have Minimum 10 LMO Transport vehicles (various capacity) with LS-2 license.

6) M/s Mahavir Enterprises

Refer Point no.	Specification Name	Change requested	Justification	Amendments
01	Bidder should be a primary manufacturer of Liquid Medical Oxygen through Air Liquification Process having at least more than two manufacturing units anywhere in India.	You have not given any opportunity to the authorized distributor, suppliers with experience and dealers etc.		Tenders should be quoted only by the actual manufacturer or their authorized dealer/ distributor, who are authorized by the manufacturer to supply the said refilling service for the entire contract period. The bidder is required to submit their authorization letter in support of their authorization by the manufacturer
18	Manufacturer's plant should not be more than 300 kms road distance from AIIMS, Bilaspur. He should provide road path in a proper google map.	we submit that the limit of primary production facility to within 200 km and the backup unit to not exceed 250 km (by road) from AIIMS Bilaspur.	This clause of being within 300 km of the institute ensures seamless supply and is inclusive of wider participation.	Manufacturer plant or authorized distributor/supplier authorizer plant should not be more than 300 km.
26	Firm quoting for Liquid Medical Oxygen should have minimum audited annual turnover of INR 520 lacs.	In Himachal Pradesh, the availability of Liquid Medical Oxygen (LMO) is limited, with only a few hospitals and institutes having LMO tanks installed. Consequently, the majority of Medical Gases are supplied in cylinders due to the low availability of LMO. Given this scenario, it's crucial to consider the annual turnover of all Medical Gases, including LMO and others, while adhering to the tender procurement guidelines. The previously mentioned figure of 520 Lacs appears to be too high and should be revisited to align with the procurement guidelines.		Turnover for Bidder is 50% of Bid Value. Turnover for OEM is maximum 400% of Bid Value.
21	Manufacturer should not be a blacklisted entity in last two years.	Condition No. 28 mandates that bidders should possess a minimum of five years of relevant experience. Additionally, bidders should not have been blacklisted within the past five years. These conditions aim to ensure that the selected bidder has a proven track record of competence and reliability. Compliance with these requirements is crucial for consideration in the tender process.		Accepted. Manufacturer should not be a blacklist entity (by Govt. Organization) in the last 05 years.

27	Supplier should be supplying to minimum 2 Government hospitals in India & valid documents form any one of them to be produced.	To ensure quality and streamline operations, it is mandatory for medical gas supplies to each of the two hospitals to be sourced from a single supplier, providing all required gases. The supplier must furnish valid documents, including certificates or experience records demonstrating satisfactory and consistent supply to both hospitals.	The tender is only regarding liquid medical oxygen supply	No amendment
28	Shall be a reputed firm with an experience of 5 years with their own, manufacture, Maintenance & transport of Liquid Medical Oxygen.	The bidder must have a minimum of 5 years of experience as the single supplier of Medical Gases. A certificate from the relevant Hospital/Institute validating this experience must be submitted along with the tender.	The tender is only regarding liquid medical oxygen supply	No amendment
29(b)	Total Production capacity of gases per day in tons (100 tons per day approx.).	Your total monthly requirement is estimated to be approx. 30,000 cubic meters, making the production capacity of 100 tons per day a tailored condition. Adjustments may be necessary to align production with your actual requirements more effectively.	100 tons per day production capacity of LMO would ensure escalated requirement during COVID-19 like situation in future	Manufacturer or their authorized distributor/supplier required to submit letter/document in support that their authorizer have minimum production capacity of 50 tons Liquid Medical Oxygen per day.
34	It should have in its name or should have contracted 10 Liquid Oxygen transport vehicles of at least 15-ton capacity with LS-2 license for a period of at least one year.	The price of one 15 MT tanker or above is approx. ₹1.75 Crores to 2 crores, making the total cost for 10 tankers as required by you to ₹17.5 Crores to 20 crores. This represents a significant investment for us as a small-scale business. The tender value is just ₹1.6Cr, we must first invest ₹17.5 Crores to 20 crore just to participate in tender? This is not justified.		Manufacturer or authorized distributor/supplier required to submit letter in support that their authorizer have Minimum 10 LMO Transport vehicles (various capacity) with LS-2 license.
29	Invoice will be processed for payment only after receiving it in physical form.	The tender does not specify the timeframe for payment release after invoice submission. Could you please clarify this timeframe? If the payment is not released within the specified timeframe, an interest charge of 24% per annum will apply.		Payment will be release within 30 days after satisfactory supply and submission of invoice.

Representation Received on GeM Portal

Refer Point no.	Specification Name	Seller Query/Representation	Justification	Amendments
Clause 4 of Technical Specification:	Spares and services required for refilling of LMO Tank should be born/beard by supplier himself, if any.	We request you to provide utilities Power Source of 65A at the filling site near, SMPV area, to enable faster decantation using the pump in the Semi-Trailer without any product losses.		Accepted. AIIMS Authority reserve the right to use/not to use pump for faster decantation.
Clause 27 of Technical Specification:	Supplier should be suppling to minimum 2 Government hospitals in India & valid documents form any one of them to be produced.	The eligibility Criteria should be relaxed to allow supplying a minimum 2 government hospitals or 5 private hospitals of 500 beds or more in North India, since criticality of supplies are the same in either government or private hospitals. This will allow service providers like us who are the largest manufacturer in North India and have supplied to both government as well as private hospitals during Covid pandemic to participate and serve the hospital.	Supply to minimum to 02 Govt. hospital in India would be considered.	No amendment
Clause 30 of Technical Specification	Bidder should have two years' experience of supply of LMO to at least two government owned hospitals each with a bed capacity of minimum 500 beds.	We request to revise the clause to allow Bidder having experience of supplying at least two government owned hospitals or five private hospitals each with a bed capacity of minimum 500 beds. Since criticality of supplies are the same in either government or private hospitals, this will facilitate the Hospital to get more competitive bids from eligible service providers in North India.	The requirement has been asked as supplying at least to 02 Govt. owned hospitals ensured proper process of meeting standards and procedures. AIIMS, Bilaspur has a bed capacity of 750 and hence such a requirement is justified.	No amendments.

<p>Clause 31 of Technical Specification</p>	<p>a) Liquid Medical Oxygen: - As per Indian pharmacopoeia 2018.</p> <p>b) Should be certified for medical use as per IP 2018.</p>	<p>The supply shall conform to specified codes i.e. IP-2022 (latest edition). Moisture content shall be as per < 67 PPM as per IP specs. Clause 14 of Technical Specification: Considering the criticality of the product we strongly recommend Hospital to allow Service providers to install Telemonitoring devices in the two 20 KL Storage tanks and ensure at least 3 days stock is maintained all the time. Any emergency to be served within 24 hours and access to the hospital storage tank to be allowed 24/7 basis to enable delivery within 24 hours. Clause 9.3 of Service Level Agreement: Testing requirements to trace the listed impurities is not in the latest IP. However, impurities for CO, NO, Phosphine, SO2 can be measured at the facility laboratory by using Draeger tubes. Alternatively, samples can be tested for these impurities on a periodic annual basis (annually) from an authorized 3rd party testing agency and test results can be furnished.</p>		<p>Accepted</p> <p>-Liquid Medical oxygen -As per Indian Pharmacopoeia 2018 or latest.</p> <p>- should be certified for medical use as per IP 2018 or latest.</p>
<p>Clause 5.3.1 of Service Level Agreement</p>		<p>When Telemonitoring systems installed by service provider, the Stock levels and other process parameters (safety alarms) will need to be transmitted to the central server of the service provider for reliability assessment & dispatch planning.</p>		<p>No amendment</p> <p>Telemetry system already exists in LMO installed at AIIMS Bilaspur.</p>