

Brihanmumbai Municipal Corporation

(Environment & Climate Change)

Ch.Eng./ Env. & C.C./ 500 dtd. 12.06.2025

Sub.:- Supply, installation, testing & commissioning of Marine Navigation Buoys along with Complete Mooring Accessories and Solar Lanterns at Idol immersion Sites (Low Tide Lines) in Mumbai

Ref.:- Tender Id No. 2025_MCGM_1185681

Minutes of Meeting

With reference to above subject, the Pre-Bid meeting is held on 06.06.2025 at the office of DMC (Env. & CC), 6th floor, Municipal Head Office, Fort, Mumbai 400001. The following representatives of prospective bidders were present for the meeting –

Sr. No.	Name of the Representative /Authorized Person	Name of the Company
1.	Saad Shaikh	M/s. S. M. Enterprises
2.	R Siva	M/s. Arudhra Technologies
3.	Piyush	M/s. Time Marina
4.	Omkar	M/s. Litmus Marine
5.	Gaurav Mangela	M/s. Juhu Beach Water Sports & Recreation & Marine Supply
6.	Rajesh Mangela	M/s. Juhu Moragaon Machchimar VKSS Ltd
7.	Raamnath	M/s. Tridel Technologies

The issues & the reply to the queries on the various points those were raised by the prospective bidders orally as well as in writing in respect of the tender documents were satisfactorily complied in the meeting.

The queries submitted by the prospective bidders and clarification thereof are as follows:-

Sr. No.	Question/ Issues raised	Tender Clause	Remarks
1.	<p>Relaxation in Experience Criteria to Encourage New Entrants:</p> <p>As a growing company with specialization in marine and floating products, we are keen to participate and contribute to this civic initiative. We request that the experience criteria be broadened to allow new but technically capable vendors/suppliers in Marine background to qualify. This will encourage wider participation and ensure competitive pricing, giving BMC access to the best products and innovation in this domain.</p>	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity (Pg. No.10)</p> <p>Technical Capacity: The tenderer in their own name should have satisfactorily executed the work of similar nature in Municipal Corporation /Semi Govt. /Govt.& Public Sector Organizations during last seven (7) years ending last day of month previous to the one in which bids are invited as a prime Contractor (or as a nominated sub-Contractor, where the subcontract had involved similar nature of work as described in the scope of works in this bid document, provided further that all other qualification criteria are satisfied)</p>	Tender condition prevails
2.	<p>Eligibility Criteria Alignment with Seashore-Based Projects: Since this tender pertains to products and works related to seashore applications, we request that the eligibility criteria be revised to include relevant experience such as:</p> <ul style="list-style-type: none"> o Supply of boats and floating rescue vessels o Supply and installation of floating cubes and pontoons o Installation and commissioning of floating buoys o Execution of marine or water-body related infrastructure near coastal/seashore areas <p>This revision will ensure participation from vendors with actual relevant experience specific to marine and coastal environments.</p>	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity > Definition of similar work (Pg. No. 10)</p> <p>1) supply, installation, testing & commissioning of floating buoys in sea and/or creek with complete mooring accessories & solar lanterns for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years.</p> <p>OR</p> <p>2) overhauling/ repairs & maintenance of navigation buoys, beacons & mooring lights or manufacturing, supply, installation & maintenance of buoys, beacons & lights for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years.</p> <p>OR</p> <p>3) laying submarine pipelines using</p>	Please refer to corrigendum- I

		floating cranes for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years	
3.	<p>Modification of IACS Inspection Requirement:</p> <p>The current requirement for IACS-member inspection and stamping of buoys poses a significant cost and time burden. IACS members charge heavily for inspection, which increases the product cost by over 100%, and the certification process alone may take 4–5 months.</p> <p>We propose the following alternative:</p> <ul style="list-style-type: none"> o Instead of mandatory IACS inspection and stamping, allow participation of manufacturers / suppliers who has their units IACS-approved or certified workshops. o Accept manufacturer's in-house quality certificates and works approval in place of third-party IACS inspection stamps. <p>This will maintain quality assurance while keeping the cost and project timeline reasonable.</p>	<p>Section 7 > Scope of Work > C Anchoring Mechanism > Certifications (2) > Special Conditions (4, 13) (Pg. No. 39, 40, 41)</p> <p>IACS certification for mooring gear necessary. The inspection certificates (Unique Identification with Stamp) by classification societies which is member of IACS shall be submitted at the time submission of tender.</p> <p>The Contractor shall comply with IALA Guidelines & Standards, IACS and its Regulations, and any other statutory requirements as applicable while deploying & removing the buoys.</p>	Please refer to corrigendum- I
4.	<p>Cost & Timeline Implications of IACS Inspection As per Tender</p> <p>The current certification requirement increases the per-unit cost of buoys substantially, often exceeding the estimated budget of the tender. Additionally, the long lead time (4–5 months) for inspection by IACS members could delay the execution timeline significantly. We therefore request that only manufacturer - issued certifications and factory quality tests be made acceptable, which will ensure timely delivery without compromising quality.</p>	<p>It shall be the responsibility of the successful tenderer to comply with all the certificates including Manufacturer's test certificate IACS, IALA related reports and all documents, Insurance and other documents. The contractor shall commence the work of deployment of buoys only thereafter.</p>	Please refer to corrigendum- I

5.	<p>We would be very grateful if you could consider 3 similar completed works each costing not less than 17 lakhs</p>	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity (Pg. No. 10)</p> <p>Technical Capacity: The tenderer in their own name should have satisfactorily executed the work of similar nature in Municipal Corporation /Semi Govt. /Govt.& Public Sector Organizations during last seven (7) years ending last day of month previous to the one in which bids are invited as a prime Contractor (or as a nominated sub-Contractor, where the subcontract had involved similar nature of work as described in the scope of works in this bid document, provided further that all other qualification criteria are satisfied).</p>	Tender condition prevails
6.	<p>We would be very grateful if you could give us an option to Quote for FRP Buoys.</p>	<p>Section 7 > Scope of Work > A Marine Navigation Buoys (1) (Pg. No. 37)</p> <p>The buoy should be manufactured from polyethylene and it shall be UV-stabilized.</p>	Tender condition prevails
7.	<p>Definition of Similar Work (Point No. 2.1 Technical Capacity: Page 10): Since these buoys are Marine Navigation Buoys which will be used in core Marine field; wide scope of Marine works experience such as supplies of floating docks, pontoons, floating structures, boats etc should also be included. Therefore, we request you to amend Definition of Similar Work by including work experience of supply of floating docks, pontoons, floating structures, boats etc.</p>	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity > Definition of similar work (Pg. No. 10)</p> <p>1) supply, installation, testing & commissioning of floating buoys in sea and/or creek with complete mooring accessories & solar lanterns for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years. OR 2) overhauling/ repairs & maintenance of navigation buoys, beacons & mooring lights or manufacturing, supply, installation & maintenance of buoys, beacons & lights for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years. OR</p>	Please refer to corrigendum- I

		3) laying submarine pipelines using floating cranes for Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years	
8.	<p>Financial Capacity (Point No 2.2: Page 11):</p> <p>As audit reports for financial year 2024-25 are yet to be made, we request you to kindly consider the last 3 financial years ending 31st March 2024 (FY 2023-24).</p>	<p>Section 2 > Eligibility Criteria > 2.2 Financial Capacity (Pg. No. 11)</p> <p>The Bidder shall have achieved an average annual financial turnover certified by ‘Chartered Accountant’ not less than 30% during last 03 years ending 31st March of 2025.</p>	Please refer to corrigendum- I
9.	We request you to allow 1-year back-to-back warranty on manufacturing defects.	<p>Section 7 > Scope of Work > A Marine Navigation Buoys (17) (Pg. No. 38)</p> <p>The buoy should be provided with a minimum warranty of 5 years against manufacturing defects from the date of supply.</p>	Please refer to corrigendum- I
10.	IALA is a regulating body which provides guidelines for navigation and does not issue any certification. On the other hand, IACS works approval certificate is widely used for quality purpose of Buoys. Therefore, we request you to kindly remove IALA and only consider IACS works approval certificate of the Buoys everywhere in the bid. This IACS works approval certificate should be issued at least 1 year prior.	<p>Section 7 > Scope of Work > A Marine Navigation Buoys (19) > Certifications (3) > Special Conditions (4, 13) (Pg. No. 38,39,40,41)</p> <p>The Marine Navigation Buoys should comply with IALA standards. The tenderer shall submit the compliance certificate to this effect.</p> <p>The stability of the buoys should be tested before and after fitment of all items including mooring, lights etc. Certificate of “Satisfactory stability condition of the Buoy” should be provided. Design, drawing on stability to be submitted along with classification society’s certificates as per IALA standards.</p> <p>The Contractor shall comply with IALA Guidelines & Standards, IACS and its Regulations, and any</p>	Please refer to corrigendum- I

		<p>other statutory requirements as applicable while deploying & removing the buoys.</p> <p>It shall be the responsibility of the successful tenderer to comply with all the certificates including Manufacturer's test certificate IACS, IALA related reports and all documents, Insurance and other documents. The contractor shall commence the work of deployment of buoys only thereafter.</p>	
11.	The Bidder / OEM should have a minimum of 8 to 10 years of experience in manufacturing / supplying Marine products. (Proof to be submitted)	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity (Pg. No.10)</p> <p>The tenderer in their own name should have satisfactorily executed the work of similar nature in Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years ending last day of month previous to the one in which bids are invited as a prime Contractor (or as a nominated sub-Contractor, where the subcontract had involved similar nature of work as described in the scope of works in this bid document, provided further that all other qualification criteria are satisfied).</p>	Tender condition prevails
12.	The Marine Navigation Buoys must be manufactured in India, supporting the Government's 'Make in India' initiative.	--	No Change
13.	The quantity of buoys mentioned in the BOQ is 70 Nos whereas the Site details provided are for 43 Nos of buoys under various locations. Kindly provide us the area and locations for entire list of 70 buoys to be deployed to work out our costing precisely	Section 8 > Bill of Quantities	Please refer to corrigendum- I
14.	Kindly let us know the minimum and maximum depth rating of deployment location	--	Please refer to corrigendum- I

	<p>The warranty is mentioned for 5 years for the contract period of one year during three festival seasons. After the contract period is over someone else might deploy the buoys from next time onwards. The successful bidder cannot be responsible for the damage done by other company doing the I&C from 02nd contract period. Therefore, we request to change the warranty period to 01 year only.</p>	<p>Section 7 > Scope of Work > A Marine Navigation Buoys (17) (Pg. No. 38)</p> <p>The buoy should be provided with a minimum warranty of 5 years against manufacturing defects from the date of supply.</p>	Please refer to corrigendum- I
15.	Request for the exemption of EMD for MSME.	Section 1 > E-Tender Notice	Tender condition prevails
16.	Kindly confirm the hand over location after removal and also for the supply of buoys with all the mooring accessories	<p>Section 4 > Scope of Work > Point No. 4 (Pg. No. 42)</p> <p>During removal of all the buoys of the site should be washed & cleaned thoroughly tied together through chain and fastened and solar lanterns packed in a box, at each site and handed over to concerned nodal officer of BMC of each idol immersion site.</p>	Tender condition prevails
17.	<p>The due date for the submission of tender is on 16th June 2025. The installation of 70 Nos. buoys needs to be completed by the successful bidder before Ganesh Festival that is starting from August 27th, 2025 and the complete supply needs to be done one week prior as mentioned in the tender document. The project execution and completion time for Supply, Installation, Testing, Commissioning of buoys at 70 locations would be minimum 45 days from the date of award of contract considering the lead time of supply for buoys and mooring items, logistic operations involved and I&C at deployment locations. Hence a suitable mechanism is to be arrived by M/S BMC for successful in a time bound manner execution of project by the contractor</p>	--	Noted
18.	Inclusion of multipurpose fishers' societies with a history of water sports activity (registered for 30+ years) as eligible bidders.	Section 2 > Eligibility Criteria > 2.1 Technical Capacity (Pg. No. 10)	Tender condition prevails
19.	Waiver of financial and prior order conditions to allow fair participation for marginalized fishing communities.	The tenderer in their own name should have satisfactorily executed the work of similar nature in Municipal Corporation / Semi Govt. / Govt. & Public Sector	Tender condition prevails

		<p>Organizations during last seven (7) years ending last day of month previous to the one in which bids are invited as a prime Contractor (or as a nominated sub-Contractor, where the subcontract had involved similar nature of work as described in the scope of works in this bid document, provided further that all other qualification criteria are satisfied).</p> <p>Three Similar Works – Rs. 38,44,596/- Two Similar Works – Rs. 48,05,745/- One Similar Work – Rs. 76,89,192/-</p>	
20.	Acceptance of <i>Fibre Reinforced Polymer (FRP)</i> buoys alongside <i>Polyethylene (PE)</i> , given FRP's superior durability and industry-wide usage for marine applications.	<p>Section 7 > Scope of Work > A Marine Navigation Buoys (1) (Pg. No. 37)</p> <p>The buoy should be manufactured from polyethylene and it shall be UV-stabilized.</p>	Tender condition prevails
21.	Prioritization of local expertise in deployment and maintenance, leveraging our society's coastal presence and network.	<p>Section 2 > Eligibility Criteria > 2.1 Technical Capacity (Pg. No. 10)</p> <p>The tenderer in their own name should have satisfactorily executed the work of similar nature in Municipal Corporation / Semi Govt. / Govt. & Public Sector Organizations during last seven (7) years ending last day of month previous to the one in which bids are invited as a prime Contractor (or as a nominated sub-Contractor, where the subcontract had involved similar nature of work as described in the scope of works in this bid document, provided further that all other qualification criteria are satisfied).</p>	Tender condition prevails

The meeting then concluded with vote of thanks to the chair.

Sd/-
Ex. Eng. (Env. & CC) - I

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Ch. Eng. (Env. & CC)