

# **BRIHANMUMBAI MUNICIPAL CORPORATION**

## **Municipal Printing Press**

MMP/5737/SP Date: 07.11.2025

### **PRE-BID MEETING MINUTES**

Pre-bid meeting for Supply, Installation, Testing and Commissioning of High Speed Digital duplex Monochrome Production Printer (300+PPM) with day one FASMA Rate Contract at Municipal Printing Press (Tender ID- 2025\_MCGM\_1229930\_1) was held in the chamber of Dy. Municipal Commissioner (Garden) on 27.10.2025 at 03.30 P.M.

Following officers and vendors and manufacturers were present for the meeting:-

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|-------------------------|---|---------------------------------------------|
| 1. Shri. Ajitkumar Ambi | - | DMC (Garden)                                |
| 2. Shri. Sudhir Talekar | - | Manager, Municipal Printing Press           |
| 3. Smt. Swapna Ghule    | - | Dy. Manager, Municipal Printing Press       |
| 4. Smt. Minal Mate      | - | Assistant Manager, Municipal Printing Press |
| 5. Shri. Amol Ahire     | - | Sub Engineer, Municipal Printing Press      |

Prior to this Pre-Bid Meeting, Emails / Letters were received from M/s. Amee Enterprise, M/s. A.M Hasanali & Sons., M/s.Care Takers Exterior and Interior Pvt. Ltd., M/s. Printology Concept, M/s. Xerox India Limited, M/s. Savai Printers Pvt Ltd, M/s. Param Graphics, M/s Raiwat enterprise, M/s Homeland Engineering services, M/s. Spectra Trade and Services Pvt. Ltd., M/s. B.G. Enterprises, M/s. Konica Minolta

The discussion held in Pre-Bid meeting is shown in the Chart below:

| Sr. No. | Vendors Name          | Point No. | Tender Condition                                                          | Bidder Suggestions/Queries                                                                                                                                                                                                                                                                                                                                | BMC Remarks                                                                                                                                                                                                                                                                                                                                                 |
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| 1.      | M/s. Ameer Enterprise | 1         | Refer section 12<br><br>Pre Bid Meeting                                   | Vendor requested for the extension of pre bid meeting which was on 27.10.2025 as the tender coincides with the festive period of diwali.                                                                                                                                                                                                                  | As the mahatender portal tender dose not allow pre bid meeting extension in the system a Pre- bid meeting was held on 27.10.2025 where by the suggestions can be mailed until 28.10.2025 till 05.00 PM through email or by dispatch at MPP's office.                                                                                                        |
|         |                       | 2         | Refer Section 2<br><br>Eligibility Ceiteria<br><br>1.1 Technical Capacity | As per the SBD guidlines, experience of similar nature is allowed only for work of similar nature in BMC /Semi Govt./ Govt. & Public Sector organisations/ Reputed organisation's<br><br>Also , please clarify the broader meaning of reputed organisations?                                                                                              | Reputed organization stands for Private Production Printing Press.                                                                                                                                                                                                                                                                                          |
|         |                       | 3         | Refer Section 2<br><br>Eligibility Ceiteria<br><br>1.1 Technical Capacity | As per the SBD Norms. the value of experience should by 40%, 25% and 20% respectively On the total tender value<br><br>Please clarify how is the value of Experience derived in this tender? As it seems, the tender value is Approx 19 Crore, so looking at the SBD norms, experience certificate required for the tender should be derived on 19 crore. | Tender condition modified as follows<br><br>Three similar completed works each of value not less than the value equal to Rs 3,88,40,600/-<br><br>OR<br><br>Two similar completed works each of value not less than the value equal Rs 4,85,50,750/-<br><br>OR<br><br>One similar completed work of to value equal and or not less than the Rs 7,76,81,200/- |

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|  |  | 4 | <p>Refer Section 2</p> <p>Eligibility Ceiteria</p> <p>1.3 Similar Experience</p> | <p>As per our understanding, the tender clause states that , the bidder or manufacturer should have Experience of any similar model or series of minimum 3 installations worldwide. However the quoted model should be atleast 1 year old in industry .</p> <p>This condition clearly favors only 1 make of machine.</p> <p>Since the experience is sought for any similar machine or series along with 3 minimum installations worldwide of quoted model of similar print series.</p> <p>Also please mention what is the category of similar print machines since there are various series available in the market.</p> | <p>As per BMC Requirement</p> <p>Tender condition prevail</p> |
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|  |  | 5 |                                                                                  | <p>As per our understanding, maximum cost of the tender comprises of Day One FSMA, but experience of FSMA is not mentioned anywhere in the tender.</p> <p>We request you to Kindly amend the condition to Experience should be in BMC/Semi Govt/Govt &amp; Public Sector Organizations inclusive of Day One FSMA as per SBD are Norms.</p>               | <p>Tender condition modified please refer Point No.3</p> <p>As per BMC Requirement<br/>Tender condition prevail</p> |
|  |  | 6 |                                                                                  | <p>Since huge costs are involved in Day One FSMA services for the tender, how will the credibility of bidder be decided without experience of Day One FSMA of Prospective Bidder bidding in the tender?</p> <p>The value of total experience required should be calculated on SITC of Machine along with Day One FSMA i.e on the total tender value.</p> | <p>Tender condition modified please refer Point No.3</p>                                                            |
|  |  | 7 | <p>Refer Section 2</p> <p>Eligibility Ceiteria</p> <p>1.1 Technical Capacity</p> | <p>All your previous namely, tenders, Tender No: 2024_MCGM_1113304 mentioned "SITC of Paper Collator Machine/Post Printing Finisher Equipment with Comprehensive Service Maintenance Contract (CSMC) for any similar model.</p>                                                                                                                          |                                                                                                                     |

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|   |                                                         |          |                                                | Kindly amend the condition and mention Experience should be in BMC/Semi Govt/Govt & Public Sector Organizations of SITC of Digital Monochrome Production Printer (300+ PPM) along with Day one FASMA Rate Contract for 40%, 25% and 20% respectively as per SBD norms.                                                            | Tender Condition Prevail.<br><br>Tender condition modified please refer Point No.3        |
| 2 | <b>M/s. A.M Hasanali &amp; Sons</b>                     | <b>8</b> | Refer Section 1<br><br>Header Data             | EMD:It is observed that you have charged 2% EMD for the above-mentioned Tender<br><br>General practice is that, for all the SITC works, MCGM charges 1% as EMD. Kindly consider the same and oblige                                                                                                                               | Tender condition prevail                                                                  |
| 3 | <b>M/s. Care Takers Exterior and Interior Pvt. Ltd.</b> | <b>9</b> | Refer Section 13<br><br>List of Approved Banks | Approved Banks. As per section 13, Axis Bank is not mentioned in the list of approved banks.<br><br>Commonly, MCGM accepts Solvency Cert & Bank Guarantees as security deposits from Axis Bank India as it is a branch of UTI. Kindly clarify that is Axis Bank approved for execution of Solvency & BG's for the current tender. | Axis Bank India is approved bank for execution of Solvency & BG's for the current tender. |

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| 4 | <b>M/s. Printology Concept.</b> | <b>10</b> | Refer Section 10 Specifications & Selection of Material | <b>1.Point No. 20 – Supported File Formats:</b> Kindly specify the file formats currently in use at the Municipal Press so that we can ensure compatibility and proper integration within the machine's controller.                                                                                                                                                                                                             | Supported file format required is PDF<br>else please specify |
|   |                                 | <b>11</b> | Refer Section 10 Specifications & Selection of Material | <b>2. Point No. 22 – Machine Life in Impressions (20 Cr):</b> When you state irrespective of size, do you mean that you should be able to even print 20 cr A3+ if your requirement is such <b>or</b> if a machine rated for 20 crore A4 impressions (approximately 10 crore A3+) would also qualify to participate in the tender (in which case you shall not be able to achieve your BOQ quantities). Kindly clarify the same. | Life of machine in impressions is 20 Cr. A4 size impressions |
|   |                                 | <b>12</b> | Refer Section 10 Specifications & Selection of Material | 3. Point No. 28 – High-Speed Scanner (A3+):Kindly indicate the expected scanning speed (in ppm or ipm) to help us recommend an appropriately configured model.                                                                                                                                                                                                                                                                  | High-speed ADF scanner required speed is minimum 100 ppm.    |
| 5 | <b>M/s. Xerox India Limited</b> | <b>13</b> | Refer Section 10 Specifications & Selection of Material | We respectfully request you to kindly review and amend the tender specifications to allow equivalent alternatives or broader technical parameters, to ensure healthy.                                                                                                                                                                                                                                                           | As per BMC Requirement<br>Tender condition prevail           |

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|   |                                    |           |                                                         | competition, like our Xerox 130 ppm machine will allow a fair competition for other companies/vendors to participate maintaining the quality and performance requirements.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                    |
| 6 | <b>M/s. Savai Printers Pvt Ltd</b> | <b>14</b> | Refer Section 10 Specifications & Selection of Material | <p>1. Resolution Konica Minolta is 1200 X 1200 while the tender specification reads as 600 X1200 DPI.</p> <p>2. RAM 16GB Konica Minolta while tender specification reads as 8 GB RAM. Faster processing of DATA in Konica Minolta.</p> <p>3.HDD Konica Minolta having 2 x 1TB &amp; 4GB SSD while tender specification reads as 0.5 TB x 1 &amp; 1TBx 1 lower space for data storage.</p> <p>4.Konica Minolta offers 2 inbuilt Tray within the print engine with the capacity of 3000 sheets, while tender specification reads as not having inbuilt tray.</p> <p>5. Konica Minolta 6272p is ISO/IEC 15408 certified.</p> <p>6. Konica Minolta has standard inbuilt Accurio Pro Print Manager for Job Management</p> | As per BMC Requirement<br>Tender condition prevail |

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|   |                            |           |                                                                                  | <p>with below features</p> <p>a) Custom Imposition</p> <p>b) Variable Data Printing</p> <p>c) Generate QR code &amp; Barcode</p> <p>d) Job Management</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                        |
| 7 | <b>M/s. Param Graphics</b> | <b>15</b> | <p>Refer Section 2</p> <p>Eligibility Ceiteria</p> <p>1.1 Technical Capacity</p> | <p>The bidder(s) in their own name should have satisfactorily executed the work of similar nature BMC/Semi Govt/Govt. &amp; 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> <p>a) Three similar completed works each of value not less than 20% of Total Project Cost.</p> <p>OR</p> <p>b) Two similar completed works each of value not less than 25% of Total Project Cost</p> <p>OR</p> <p>c) One similar completed work of value equal and or not less than 40% of Total Project Cost.</p> | <p>As per BMC Requirement</p> <p>Tender condition prevail</p> <p>Tender condition modified please refer Point No.3</p> |

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|   |                                           | <b>16</b> | Refer Section 2<br>Eligibility Ceiteria<br><br>1.1 Technical Capacity<br><br>1.3 Similar Experience | Similar work shall mean SITC of Digital High Speed Production Printer machines for any similar model or series along with Day One FASMA Services as per Total Project Cost as per Pre-Qualification Criteria.                                                                                                                                                                                            | Tender condition modified please refer Point No.3                                                           |
| 8 | <b>M/s. Homeland Engineering services</b> | <b>17</b> | Refer Section 2<br>Eligibility Ceiteria<br><br>1.1 Technical Capacity                               | The experience clause should specifically require that bidders must have executed SITC of Digital Monochrome Production Printers (300+ PPM) along with Day-One FSMA Rate Contracts in BMC/Semi-Government/Government/Public Sector Organizations. The qualifying experience should comply with SBD norms-ic., three similar completed works of 20%, two of 25%, or one of 40% of the total tender value. | As per BMC Requirement<br>Tender condition prevail<br><br>Tender condition modified please refer Point No.3 |
|   |                                           | <b>18</b> | Refer Section 2<br>Eligibility Ceiteria<br><br>1.1 Technical Capacity<br><br>1.3 Similar Experience | Unclear Scope Regarding Day-One FSMA Experience<br>The tender document fails to clarify whether bidders must possess prior experience in executing Day-One FSMA contracts.<br><br>Does this mean that a vendor merely engaged in SITC,                                                                                                                                                                   |                                                                                                             |

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|  |  |           |                                                         | <p>without any FSMA experience, qualifies for such a high-value, complex government assignment?</p> <p>Without proven experience in handling Day-One FSMA, how can a bidder ensure smooth functioning and maintenance of such a machine that handles confidential and critical government printing tasks? This lack of clarity is unacceptable and must be rectified.</p>                                                                                                              | Tender condition modified please refer Point No.3             |
|  |  | <b>19</b> | Refer Section 10 Specifications & Selection of Material | <p>Unrealistic Equipment Specification</p> <p>The tender mandates a Digital Monochrome Production Printer (300+ PPM), a model available with only one manufacturer. This effectively restricts competition and raises serious concerns about fairness and transparency.</p> <p>Moreover, this specific model has never been tested or installed in any government department across India. Even in the private sector, there are reportedly barely two such machines in operation.</p> | <p>As per BMC Requirement</p> <p>Tender condition prevail</p> |

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| 9  | <b>M/s.Raiwat Enterprise</b>                     | <b>20</b> | Refer Section 10<br>Specifications & Selection of<br>Material             | We respectfully request your kind intervention to review and revise the tender conditions to ensure a level playing field for all prospective bidders. This will promote genuine competition, potentially reduce procurement costs, and uphold the integrity of the tendering process. | As per BMC Requirement<br>Tender condition prevail |
| 10 | <b>M/s. Spectra Trade and services Pvt. Ltd.</b> | <b>21</b> | Refer Section 2<br><br>Eligibility Ceiteria<br><br>1.1 Technical Capacity | 1)Tender condition shall prevail to allow work experience from reputed private organisation having production printing capabilities.                                                                                                                                                   | As per BMC Requirement<br>Tender condition prevail |
|    |                                                  | <b>22</b> | Refer Section 2<br><br>Eligibility Ceiteria<br><br>1.1 Technical Capacity | 2) Tender condition shall prevail to consider the manufacturer's experience as part of eligibilities criteria.                                                                                                                                                                         | As per BMC Requirement<br>Tender condition prevail |

Meeting then concluded with vote of thanks to the Chair.

-sd-  
(07.11.2025)  
**Manager**  
**Municipal Printing Press**

-sd-  
(07.11.2025)  
**Deputy Municipal Comissioner**  
**(Garden)**