PRE BID MEETING ON ACCOUNT OF EXPRESSION OF INTEREST FOR DESIGN, SUPPLY, INSTALLATION, TESTING, COMMISSIONING, HANDING OVER AND MAINTAINING AN INTELLIGENT ANALOGUE ADDRESSABLE FIRE DETECTION SYSTEM AT DENA CORPORATE CENTRE, BKC, MUMBAI

As per schedule Pre Bid Meeting was held on 27th October, 2015 at 3.30 pm at Dena Corporate Centre. Bank was represented by six officials. The meeting was also attended by representatives of 15 Companies / Firms.

Following queries were received and Bank's Replies are as under:

A. QUERY FROM M/S INTERFACE DIGITAL

1. GUI Interface Software (Page no. 21) ---- GUI Interface software has been mentioned in the Technical specification, but not the mentioned in the BOQ. Kindly confirm the same has to be quoted or not.

Bank's Reply: GUI Interface Software is to be incorporated in BOQ and will form part of Commercial Bid.

2. Normally GUI software has to be installed in a PC./laptop. Kindly provide the clarity that the same would be provided by dena bank or the bidder has to consider the same in the cost.

Bank’s Reply: PC will be provided by the Bank for loading the GUI Interface Software

3. Civil work/ Interiors ---- Wherever the new cabling has to be done the civil/interiors works would be in DENA Bank Scope.

Bank’s Reply: It should be the endeavor of successful vendor to carry out the work in such a manner that minimum damage occurs to the existing infrastructure. However, it should be noted that restoration work will be undertaken by the Vendor at its cost. The Vendor has to make good the damages (if any). Debris should be removed daily from the premises. Ownership of old equipment and cable will remain with the Bank and should not be removed from the premises.

4. Fire alarm panel (page 14-15, point C- 4) – Which describes of redundancy, whereas the fire alarm panel specifications does not mention the same anywhere.

Bank’s Reply: Point No. "C 4" of Technical Specifications (Annexure 1) stands deleted.

B. QUERY FROM M/S GODREJ

1. Need complete BOQ floor wise which customer has planned so that quantity of junction box and the additional cables can be finalized.
Bank’s Reply: Floor wise tentative details of devices are as under (subject to change)

<table>
<thead>
<tr>
<th>Floor</th>
<th>Multi Sensor</th>
<th>Heat</th>
<th>Flame</th>
<th>Gas</th>
<th>MCP</th>
<th>Hooter cum strobe</th>
<th>Fault Isolator</th>
<th>Response Indicator</th>
<th>Input / Output Module</th>
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<tbody>
<tr>
<td>LB</td>
<td>-</td>
<td>42</td>
<td>1</td>
<td>-</td>
<td>4</td>
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<td>GF</td>
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<td>Terrace Elec. Room</td>
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<td>1</td>
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<tr>
<td>Terrace Lift Room</td>
<td>4</td>
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<td>-</td>
<td>2</td>
<td>1</td>
<td>1</td>
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<tr>
<td>AHU Room All Floors</td>
<td>18</td>
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<tr>
<td>Total</td>
<td>394</td>
<td>96</td>
<td>5</td>
<td>2</td>
<td>29</td>
<td>27</td>
<td>34</td>
<td>21</td>
<td>40</td>
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</tbody>
</table>

2. POP cutting scope of work to be confirmed by customer end.

Bank’s Reply: It should be the endeavor of successful vendor to carry out the work in such a manner that minimum damage occurs to the existing infrastructure. However, it should be noted that restoration work will be undertaken by the Vendor at its cost. The Vendor has to make good the damages (if any). Debris should be removed daily from the premises. Ownership of old equipment and cable will remain with the Bank and should not be removed from the premises.
3. UPS Power supply to be provided by customer.

**Bank’s Reply:** Necessary Power Supply will be provided by the Bank

4. All the details of the panels (AHU, PA panel, Lift room Panel, ACS etc.) which needs to be integrated need to be provided by customer.

**Bank’s Reply:** The details will be provided to the successful vendor at the time of execution of work

5. As per customer in lower basement they need to install the Heat detector but the same area they are using for the storage, so heat detector will not be suitable for the same area.

**Bank’s Reply:** Bank would look into it at the time of execution of the work order. It may also be noted that number of detectors can be increased or decreased by 5%.

6. Customer has told to use the existing cables for the cabling part, but the cables are almost 6 to 7 years old and all are only shielded cables. They had laid the same without any conduits.

**Bank’s Reply:** Please see the Tender Conditions of EOI

7. They had mentioned for the graphical interface of the same Panel but no separate BOQ line has been provided for the same.

**Bank’s Reply:** GUI Interface Software is to be incorporated in BOQ and will form part of Commercial Bid.

8. Page 15 Point 9: Light-Emitting-Diodes (LEDs) that indicate the status of the following system parameters: FIRE, FAULT, PRE-ALARM, SYSTEM FAULT, SUPERVISORY GROUND FAULT, MAINTENANCE, SOUNDER FAULT, TEST MODE, SOUNDER DISABLE, DISABLE, DELAY MODE, POWER etc.
   All OEM don’t have LED for all above mentioned alerts, but instead the message is displayed on panel screen, so the purpose of indication is met. Hence request you to accept sreen messages if dedicated LED is not available

**Bank’s Reply:** LEDs are essential.

9. Page 16 Point No 22: Maintenance alert, with two levels (maintenance alert/maintenance urgent), to warn of excessive smoke detector dirt or dust accumulation should be available. Same is not available with all OEM , as the requirement of maintenance alert and urgent is not required, when a maintenance signal is received at panel, it has to be addressed and solved, maintenance urgent signal is next level after maintenance alert that should never arise in ideal conditions, hence the same is not present will major players. Hence request you to accept single level maintenance alert.

**Bank’s Reply:** Minimum one level or better is acceptable.

10. Page 17, Heat detectors - Operating principle: Rate of rise cum fixed temperature. We offer fixed temperature 55 heat detector that shall meet the site requirement. Hence request you to accept fixed temperature 55 heat detector.

**Bank’s Reply:** Under Technical Specifications (Annexure I) – Addressable Heat Detectors – Operating Principle – Instead of 58°C read "55°C to 58°C".

11. Page 18 Gas leak detector Flammable Catalytic Bead, the mounting plate consisting of four mounting holes on the transmitter body. The transmitter may be fixed directly to a surface mounting, or to a horizontal or vertical pipe/structure. Alarm threshold 1% LEL (Hydrogen).
Above specs and threshold is applicable for industrial and flame proof ATEX certified gas leak detectors. As customers requirement for Kitchen LPG cylinders bank, then the domestic gas leak detectors shall meet, they have threshold of 10% LEL hydrogen, hence request you to accept sensor type, as offered by OEM, and alarm threshold as 10% LEL, this shall meet the current requirement.

Bank’s Reply: We require addressable LPG Gas Detector which shall work at Alarm threshold of 10% LEL (Propane) – accordingly the relevant technical specification of Gas Leak Detector stands modified.

12. Page 19 point 3 Addressable sounder: 10 tones. Sounder with 10 different tones causes problem at the time of synchronization, as this causes confusion in alarm and evacuation tone. Request to accept minimum 3 standard tones or more

Bank’s Reply: No change in specifications

13. Page 20 Active repeater panel, point 6 security operation Password protected access level. We offer mechanical key, as the guards or personnel keep changing or may have rotating work shifts, so there is a challenge to remember password. Request you to accept mechanical key also, as security operation.

Bank’s Reply: No change in specifications – however as an additional feature you may provide mechanical key system.

C. QUERY FROM RELIANCE FIRE PROTECTION SYSTEMS

1. As per Maharashtra By Laws & Act 2008, Fire Detection & Alarm work should be carried out by only licenced contractor from Govt. of Maharashtra. Whether this licence is required?

Bank’s Reply: Vendor is supposed to be aware of law of the land and it will prevail. Hence this is required.

2. Whether Electric License are required for cabling work

Bank’s Reply: Not mandatory.

3. Whether EPF & ESIC Registration Certificate is required for the Tendering company:

Bank’s Reply: Vendor is supposed to be aware of law of the land and it will prevail.

D. QUERY FROM M/s GUNNEBO

1. Civil work to be involved in case of any cable laying to be done above false ceiling. (For any cutting and re-putting the wall also any damage involved). We as such will not be responsible for any kind of damage, it will be solely covered under client's (Dena Bank). Although we will ensure for full safety is used from our end.

Bank’s Reply: It should be the endeavor of successful vendor to carry out the work in such a manner that minimum damage occurs to the existing infrastructure. However, it should be noted that restoration work will be undertaken by the Vendor at its cost. The Vendor has to make good the damages (if any). Debris should be removed daily from the premises. Ownership of old equipment and cable will remain with the Bank and should not be removed from the premises.
2. We have not considered fault isolator as mentioned in the Annexure-V. Our offered system has inbuilt fault isolator for every devices which will provide more protection for your system without any additional price.

**Bank’s Reply: You may quote accordingly.**

3. Our offered UV Flame detector is conventional type and will be connected to the system through interface module to make it addressable as like Gas detection system.

**Bank’s Reply: As long as it retains 100% addressable features - It is acceptable for Flame Detector.**

4. We would suggest you to put the repeater panel either at main entrance or security cabin (where 24hrs its manned area).

**Bank’s Reply: The details will be provided to the successful vendor at the time of execution of work.**

5. We will propose conventional hooter with flasher connected with interface module having inbuilt isolator to make it addressable.

*(During the pre bid meeting this query was withdrawn).*

6. We would require two separate PO’s for Supply and Service.

**Bank’s Reply: PO will be given as per Bank’s norms.**

**COMMERCIAL QUERY**

7. Payment terms:-

**Supply:**-80% against delivery and 20% after commissioning of job.

**Bank’s Reply: Bank would make payment as per Terms & Conditions given in the EOI. Making this request at this stage has no meaning.**

8. Erection (service installation):- 100% against commissioning.

**Bank’s Reply: Bank would make payment as per Terms & Conditions given in the EOI. Making this request at this stage has no meaning.**

**E. QUERY FROM M/s OMKAR ENGINEERING**

We need:-

1) Drawing of the Systems
2) Installation date of the system
3) Report of cable inspection

Also there is a need of cutout at some places in false ceiling at the time of installation which would be under your scope.

**Bank’s Reply: The details will be provided to the successful vendor at the time of execution of work**

**F. QUERY FROM M/s TECHNOCRAT**

1. Tender technical specification is asking for GUI software, whereas, Tender BOM is not asking
any requirement of GUI Software. Kindly confirm, do we need to quote for GUI Software (1 Server + 5 Client License) with PC?? Please confirm.

Bank’s Reply: GUI Interface Software is to be incorporated in BOQ and will form part of Commercial Bid.

2. Do we need to provide exproof UV Flame detector or non-exproof type. Please confirm.

Bank’s Reply: Please see our Technical Specifications.

3. Normally, most of the OEM are providing conventional type flame detector. Hence, to make it addressable we require interface module and external power supply unit. Kindly approve the same.

Bank’s Reply: As long as it retains 100% addressable features - It is acceptable for Flame Detector. Need for allowing external power supply to flame detector as requested is accepted. However, they have to draw the power from the Fire Detection Panel.

4. Please confirm, do we need to provide exproof type LPG gas detector?

Bank’s Reply: Please see our Technical Specifications.

5. There is a contradiction in specification of gas detector. Somewhere it is asking for LPG gas detector and another place it is asking for Hydrogen gas detector. Kindly confirm the actual requirement.

Bank’s Reply: We require addressable LPG Gas Detector which shall work at Alarm threshold of 10% LEL (Propane) – accordingly the relevant technical specification of Gas Leak Detector stands modified.

6. We can use existing cables only when it is working properly. Otherwise we need to use new cables.

Bank’s Reply: Refer to EOI document.

7. The details of existed False Ceiling Height (in meters) ?? And False Flooring Height (in meters) ??

Bank’s Reply: The details will be provided to the successful vendor at the time of execution of work.

8. We understand that, cable will lay through PVC Conduit and same will lay on the wall. There is no need of concealing. Please confirm the same.

Bank’s Reply: Since new cable is armoured type hence no PVC conduit is required.

9. Please confirm, the type (PVC/MS/GI) & dia ( 20MM/25MM/32MM) of the required conduit for laying the signal cable in indoor area ?? Secondly, we understand that we need to quote unit rate prices of conduits along with cables. Kindly confirm our understanding.

Bank’s Reply: Please see the Bank’s Reply as given in point 8 above.

10. We understand that there is no need of underground cable laying. Please confirm the same?

Bank’s Reply: There is no underground cabling.

11. Please arrange to provide approximate distance between main fire alarm panel to repeater panel
Bank’s Reply: The details will be provided to the successful vendor at the time of execution of work.

12. Please arrange to provide approximate distance between main fire alarm panel to the graphic monitoring system?

Bank’s Reply: The details will be provided to the successful vendor at the time of execution of work.

G. QUERY FROM M/s M/s EXBUZZ FIRE & SECURITY PVT.LTD.

1. Approved Make list needs to be shared.

Bank’s Reply: We have not mentioned any make / brand, however it should conform to Tech Specs as given in EOI

2. The panel shall support redundancy for CPU, loop card and Network card in the same panel. (Page: 15 Point 4) Can we offer with Degrade Mode?

Degrade Mode: Incase of Failure of CPU, the Loop card will take control of the system and function as a conventional fire Alarm System. When any alarm comes during the degrade mode. The system can still activate its Sounders and Outputs. The system can be still active even the failure of CPU with the limitation of not displaying the Pin point location of the Detection. Hence the degrade mode is not compromising the life safety priority of the Fire Alarm system.

Bank’s Reply: Point No. "C 4" of Technical Specifications (Annexure 1) stands deleted.

3. The twin LED with 360Degree view. (Page 17 Point 7) - Can we offer single LED with 360Degree view?

Bank’s Reply: It is acceptable provided it is able to give 360 view degree

4. UV Flame Detector & Gas Leak Detector Shall be addressable Type. (Page 17,18) - Can we offer conventional Type? with Input Module.

Bank’s Reply: As long as it retains 100% addressable features - It is acceptable for Flame / Gas Detector.

5. The Repeater Panel shall be networked to FACP over RS485 interface. (Page 20) - Can we offer Loop Powered Repeater Panel?

Bank’s Reply: Please abide by Tech Specs as given in EOI.

6. Graphics User Interface (GUI) Software: - Software shall be installed on PC integrated to the Main FDCP over RS 232 communication. (Page 21) - Can we operate on TCP/IP

Bank’s Reply: No.

7. As per site survey we find all the floors are covered with Gypsum ceiling. If we want to replace existing cable then civil work would be required at site. Kindly confirm civil work will be in our scope?

Bank’s Reply: It should be the endeavor of successful vendor to carry out the work in such a manner that minimum damage occurs to the existing infrastructure. However, it should be noted that restoration work will be undertaken by the Vendor at its cost. The Vendor has to
make good the damages (if any). Debris should be removed daily from the premises. Ownership of old equipment and cable will remain with the Bank and should not be removed from the premises.

8. Quantities mentioned in the Schedule of Quantities included in the Contract are subject to any variation as per actual site conditions. - If required more material then mentioned in BOM same shall be charged extra as per unit rate mentioned in our proposal.

Bank’s Reply: It is clearly mentioned in EOI that number of detectors may increase / decrease by 5%.

H. OTHER POINTS

During the course of the meeting the following points were reiterated:

1. Bidders must submit all the documents as stipulated in the EOI and the same should not be submitted loosely.

2. Each and every page of the EOI must be signed by the Bidder.

3. Prior to opening the Commercial Bid, Bank will intimate the eligible Bidders whether Bank is going for Reverse Auction.

4. Revised Commercial Bid Format is enclosed.
COMMERCIAL BID (REVISED)
Item to be considered for total cost of ownership (TCO)
[TO BE GIVEN IN SEPARATE ENVELOPE]

A. Complete FDS: Make _________, Model_________ & Country of Manufacture___________

[PLEASE NOTE THAT ALL COMPONENTS / SUB COMPONENTS SHALL CONFORM TO TECHNICAL SPECIFICATIONS AS GIVEN IN EOI DOCUMENT / AS PERMITTED IN PRE BID MEETING]

<table>
<thead>
<tr>
<th>S No</th>
<th>Components</th>
<th>Quantity</th>
<th>Base Price / Rate of Components (A)</th>
<th>Taxes / Duties (B)</th>
<th>Unit Cost (A + B)</th>
<th>Unit Cost in Words</th>
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<tbody>
<tr>
<td>1</td>
<td>Main Fire Detection Control Panel having 08 loops</td>
<td>01</td>
<td></td>
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<td>2</td>
<td>Active Repeater Panel</td>
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<tr>
<td>3</td>
<td>i. Multi Sensor Detector</td>
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<td>ii. Heat Detector</td>
<td>96</td>
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<td>iii. Flame Detector</td>
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<td>iv. Gas Leak Detector</td>
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<td>v. Manual Call Point</td>
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<td>i. Addressable loop powered Sounder cum Strobe with isolator</td>
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<td>iii. Response Indicator</td>
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<td>iv. Addressable Input (monitor) module</td>
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<td>v. Addressable Output (control) module</td>
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<td>Air Handling Unit (AHU) Trip Relay</td>
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**Total Cost of Ownership = I + II**

Note:
- The cost of the FDS and post warranty Comprehensive AMC rate per annum will be taken into consideration for deciding the TCO. Comprehensive AMC rate (excl. taxes) should not be less than 8% of base price of the FDS.
- Unit prices as well as TCO must be quoted in WORDS AND FIGURES.
- Octroi / entry tax if any will be paid at actual by Bank.
- For AMC, any change in Service tax will be borne by the Bank.
- In case of any discrepancy, unit prices quoted in words will be considered for computation of TCO.
- For the purpose of comparison and for arriving at L 1 cable length of 2000 metres would be considered.

**AUTHORISED SIGNATORY**
(Name & Designation, Date & Seal of the firm)

**NB:** Separate pages can be used if required.