

**MINUTES OF PRE BID MEETING FOR TENDER FOR  
PURCHASE OF NOTE SORTING & PROCESSING MACHINES (NSPM)**

**Ref: GeM Bid No GEM/2025/B/5840033 dated 20 Jan 2025**

1. A pre-bid meeting was held as per schedule mentioned in the Bid Document at Conference Hall, 16<sup>th</sup> Floor Chandermukhi Building, Central Bank of India, Nariman Point, Mumbai at 1400 H on **04 Feb 2025**. Following officials from the Bank and the representatives of the firms attended the meeting:-

S No.	Name	Firm/Organization
a.	Col AK Jha (Retd), AGM-CSO	Central Bank of India
b.	Lt Cdr Vibhav Trivedi (Retd), Manager Security	Central Bank of India
c.	Mr. Amit Puraniya, Manager Security	Central Bank of India
d.	Mr. Pankaj Kumar, Asst Manager Security	Central Bank of India
e.	Mr. Sandeep Khairnar	M/s Kores (India) Limited
f.	Mr. Kiran Kalote	M/s Glory Global Solutions (South Asia) Pvt Ltd
g.	Mr. Maharudra P Madde	M/s Mudrakshi Hytech India Pvt Ltd
h.	Mr. Nilesh Kripalani	M/s G&D India Pvt Ltd
i.	Mr. Ritesh Modi	M/s Albertsons International Pvt Ltd
j.	Mr. Rohit Tripathi	M/s Kusters Engineering India Pvt. Ltd
k.	Mr. Indranil Banerjee	M/s Methodex Systems Pvt Ltd
l.	Mr. Mangesh Deherkar	M/s CPS Cash Processing System Pvt Ltd
m.	Mr. Sumit Trikha	M/s Infres Methodex Pvt Ltd

2. The queries of the vendors were discussed one by one and the decisions arrived at are enumerated as under in two categories:  
a. Queries where **NO CHANGE** is proposed in the Bid Document are as under:

Ref Page and Sl. No	Existing Clause	Vendor proposing	Proposal/Query
Page 1. ATC	Central Bank of India intends to purchase <b>approximately 45 NSPMs 4+2 pockets</b> for its Currency Chests across the country <b>with/without</b> buyback of the existing NSPMs over a period of <b>THREE YEARS</b>	M/s CPS M/s Glory	"45 Nos NSPMs 4+2/ 4+1", our 4+1 Machine is having 500 notes capacity in both Reject and all the stackers, in 4+2 NSM there are 2 Nos reject pockets with 250 Nos each capacity. For 4+1 NSM with 500 Nos note capacity in each pocket is having more uninterrupted production. So request to the authority for allow 4+1 NSM also.
Page 1 ATC Sl No. 2	Printer has to be provided with the NSPM. There will be no separate charges for the supply of the Printer.	M/s CPS	"Whether Printer is to be provided along with NSPM or NSM should have printer connectivity facility."
Page 3 ATC Sl No. 9(iv)	The Service Provider/s should have earned Net Profit during the last Three FY as mentioned above. Enclose Chartered Accountant's	M/s CPS	The Service provider/s should have earned Net Profit during any three year FY out of <b>last 5 years</b> as mentioned above. Enclose Chartered Accountant Certificate with quantum of turnover each

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	Certificate with quantum of turnover each year. Please attach a copy of audited Balance Sheet		year. Please attach copy of Audited Balance Sheet. "
Page 1 ATC Sl No. 3	Any delay in completion of the work over the stipulated period will attract LD of <b>0.5 % of the Basic Price of the machines not supplied, per week or part thereof, subject to 10% of the Order Value.</b> Bank reserves the right to recover these amounts by any mode such as adjusting from any payments to be made by the Bank to the company/vendor.	M/s CPS	0.5% of the basic cost of machine price of machine not supplied, per week or part thereof, subjected to <b>5% of the order value.</b>
Page 5 ATC Sl No. 16	<ul style="list-style-type: none"> <li>• 40% of the contract amount will be released on receipt of systems at site.</li> <li>• 40% on installation, successful commissioning and handing over of the Note Sorting Machine and acceptance letter by the concerned linked Branch Manager of the Currency Chest.</li> </ul>	M/s CPS	<ul style="list-style-type: none"> <li>• 40 % of the contract amount will be released on receipt of systems at site.</li> <li>• 60% on installation, successful commissioning and handing over of the note sorter machine and acceptance letter by the concerned linked branch manager of the Currency Chest. "</li> </ul>
Page 6 ATC Sl No. 24	If the machine cannot be made serviceable either by repair or by replacement and put back the system into regular operation <b><u>within 2 days in Metros, 3 days in Urban/Semi Urban, 5 days in Rural areas, on</u></b> account of any breakdown due to machine failures, repairs, settings, a similar stand-by machine in good working condition shall be provided at the cost of the vendor failing which a penalty @ ₹ 500/- per day will be levied for each day or part there-of, for the first 10 days from the date of reporting and thereafter <b><u>@ ₹ 5000/- per day for each day or part there-of, limited to 10% of the value of the machine,</u></b> post which, Bank reserves the right to terminate the contract.	<p>M/s CPS</p> <p>M/s G&amp;D</p> <p>M/s Kusters</p> <p>M/s Kores</p>	<p><b>M/s CPS :</b> If the machine cannot be made serviceable either by repair or by replacement and put back the system into regular operation within 2 days in Metros, 3 days in Urban/Semi Urban, 5 days in Rural areas, on account of any breakdown due to machine failures, repairs, settings, a similar stand-by machine in good working conditions shall be provided at the cost of the vendor failing which a penalty @ Rs. 100/- per day will be levied for each day or part there-of, for the first 10 days from the date of reporting and thereafter @ Rs. 500/- per day for each day or part there-of, limited to 5% of the value of the machine, post which Bank reserves the right to terminate the contract."</p> <p><b>M/s G&amp;D :</b> We request the Bank to amend this clause and make it 4, 5, 6 days respectively for metro, Urban/semi urban, rural areas.</p> <p><b>M/s Kusters :</b> Request the Bank to reduce the Penalty.</p> <p><b>M/s Kores:</b> We propose to keep the penalty charge only after 10 days from the date of reporting the complaint. Which can be Rs. 100/- per day.</p>
Page 1 ATC Sl	The BIS Certification for the supplied Model Note Sorting and Processing Machine (NSPM)	M/s Albertsons	<b>M/s Albertsons :</b> Currently BIS certification is mandated by RBI effective May 1, 2025. The BIS application by OEM is in process





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No. 1	should be provided by the firm as per the Standard Operating Procedure (SOP) promulgated by RBI.	M/s Glory	and should take a couple of months. Kindly consider BIS application submission as compliance of this requirement.  <b>M/s Glory:</b> Glory is in process of getting BIS certification of the model proposed to be offered under the RFP. Glory being a foreign manufacturer the expected timeline as per BIS is 5 to 6 months for completion of BIS certification process. We propose to accept an undertaking by bidder/OEM for completing BIS Undertaking in the meantime as BIS is under progress and post completion of BIS certification same would be submitted.
		M/s Kores	<b>M/s Kores :</b> When it is required to submit the BIS Certification? And The BIS Certification has just started, We request to take the declaration from the vender, We will submit the BIS Certificate in the month of May 2025.
		M/s Kusters	<b>M/s Kusters :</b> We have applied for BIS Certification and it will submit before the RBI given Deadline.
Page 3 ATC Sl No. 9(i)	The firm should have an annual turnover through sale of NSPMs only for a minimum of ₹ SEVEN (7) Crores each year during the last three Financial Years (FY) 2021-22, 2022-23 and 2023-24. MSEs which are not Start-Ups should read minimum ₹ FIVE (5) Crores.	M/s Albertsons  M/s Glory	<b>M/s Albertsons :</b> Kindly consider combined turnover of cash processing products for min 25 Crores towards compliance with this clause instead of specific to NSM category only.  <b>M/s Glory :</b> In view of that the total estimated order value would be ₹ 4.5Cr adequate cashflow and financial capability can be determined through business turnover, hence we request bank to amend the clause to read: The bidder submitting the bid should be a Registered Company/ Firm having minimum Annual Turn Over of Rs. 10 Crore (Rupees Ten Crore only), from the sale of NSMs during each of the last five financial years ending on 31.03.2024. Documentary evidence in the form of certified Audited Balance Sheets of relevant periods or a certificate from the Chartered Accountant indicating the turnover details for the relevant period shall be uploaded with the bid.
Page 5 ATC Sl No. 9(i)	The L1 will be arrived at through the <b>Basic Price + AMC Price - Buy Back Price.</b>	M/s G&D	On GeM portal – Seller is allowed to put one price inclusive GST under price bid. Request bank to clarify what all would be included while putting one consolidated price. (as your price bid is saying that we need to give price of machine + AMC Price - Buyback price ) which will not be allowed in the portal.
Page 1 Bid Document	Bid end date/time : 10-02-2025 , 15:00:00	M/s G&D	We request the Bank to increase the last date of submission of bids by 1 more week.



Ref Page and Sl. No	Existing Clause	Vendor proposing	Proposal/Query
Page 5 ATC Sl No. 9(v)	Current dated (not earlier than 30 Sep 2024) Satisfactory performance certificate is required from two Banks out of which one has to be necessarily a Public Sector Bank.	M/s G&D	Instead of performance certificate, kindly accept the running AMC contracts for 4+2 pocket machines.
Page 4 ATC Sl No. 11	Stipulated time for completion of the supply and installation of supplied NSPM will be 8 weeks from the date of Supply Order.	M/s Kores	The supply and installation time of 8 weeks is a very short period to supply and install 45 NSMs. Please clarify if the order for 45 NSM will be place at a time or it is in phase wise.
Page 5 Bid Document	Capability of Upgrading of Software as per RBI directive. – Yes	M/s Kores	The basic modification or upgradation of software required to comply with RBI's regulations will be free of cost. However in case of any major customization / modification or upgradation of the software will be charged to the bank at actual.
Page 5 ATC Sl No. 18	Non availability of spares in the stock at site/at his office in India will not be accepted as reason for waiver of penalty towards delay in rendering prompt service	M/s Kores	The mentioned scenario is uncommon, since the most of the parts are available with suppliers however at times it takes few days to get a critical part and make the machine operation. So please include this in the reason for waiver of 'Penalty'.
Page 10 ATC Sl No. 2.7	The Bank shall pay quarterly flat fees per Machine post expiry of the Quarter.	M/s Kores	The AMC Charges should be paid quarterly in advance.
Page 10 ATC Sl No. 2.13	In the even where the request for corrective maintenance is received by service provider from the bank on a working day. City - 0 to 50 kms    Response time 0 to 24 Hrs. and so on	M/s Kores	It is difficult to solve the problem in 24 hours, request you to please extend the same to 48 days. And for remote 1 location, the response time should be 48 to 72 hour and for the remote 2 location you can keep to response time same 72 to 96 hours.
Page 07 ATC Sl No. 25	The supplier shall arrange insurance cover for all the machines and accessories for all the risks (fire, burglary, natural calamities such as earth quake, flood etc) including transit risk up to the date of commissioning after delivery and installation.	M/s Kusters	We have transit Insurance that will cover from our warehouse to respective branch.
Page 5 ATC Sl No. 9(i)	The vendor/firm should be in the business of Note Sorting Machines for the last <b>FIVE</b> years as of 31 Mar 2024, in <b>Indian Market</b> and should have a minimum installation base of 50 (Fifty) NSPM in 4+1 category as of 31 Mar 2024.	M/s Methodex	Kindly request to consider the machines provided on OPEX basis as a count for part of supply under evaluation of Experience.
Page 4 ATC Sl No. 9(vii)	Restrictions on procurement from bidders of countries sharing land border with India as per Ministry of Finance Order (Public	M/s G&D	Request Bank to share Land border sharing declaration format.





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	Procurement No. 1) dated 23 <sup>rd</sup> July, 2020. An undertaking is required to this effect.		
Page 4 ATC SI No. 9(vii)	BID SECURITY & Application Money not tendered.	M/s G&D	Kindly confirm if tender fees is required or not?
Page 5 Bid Document	Technical Specifications : Certifications: RoHS, FC, CE, IS, GS, CB, CS	M/s G&D	BIS certification is under process and will cover for all these certificates asked for. No need to ask for all these Certifications.

b. Suggestions which have been accepted and necessitate issue of a 'Corrigendum' to the Bid Document are as under(amendments in **BOLD**):

Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
Page 5 ATC SI No. 9(i)	The vendor/firm should be in the business of Note Sorting Machines for the last <b>FIVE</b> years as of 31 Mar 2024, in <b>Indian</b> Market and should have a minimum installation base of 50 (Fifty) NSPM in 4+1 category as of 31 Mar 2024.	NA as the department has initiated this amendment .	Correction in the Bid.	The vendor/firm should be in the business of Note Sorting Machines for the last <b>FIVE</b> years in the Indian Market as of 31 Mar 2024, and should have a minimum installation base of 50 (Fifty) NSPMs in 4+ <b>2</b> category as of 31 Mar 2024.
Page 5 Bid Document	Technical Specifications : Reject Capacity, notes – 500 or higher	M/s Albertsons  M/s G&D  M/s Glory	<b>M/s Albertsons</b> : Since there are two reject pockets, once the pocket is full in one reject pocket then it can overflow to the second reject pocket and hence the process will be continuous without any stoppage. So, we would like to request to change the capacity of reject pocket as 300 or higher. <b>M/s G&amp;D</b> : We request Bank to reduce the reject stacker capacity from 500 notes to 200 notes i.e 100 notes in each stacker. <b>M/s Glory</b> : As per industry standards all leading and prominently supplied 4+1/4+2 Pocket NSMs in INDIA have reject capacity of minimum 300 bank notes hence in order to allow maximum participation of time tested model we request bank to amend Reject capacity to minimum 300 bank notes or higher.	Technical Specifications : Reject Capacity, notes – <b>300</b> or higher.



Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
		M/s Kusters	<b>M/s Kusters</b> : Request bank to mention the reject stacker capacity as minimum 300 which is the industry standard.	
Page 5 Bid Document	Technical Specifications : Hopper Capacity (continuous feeding )notes – 2000 or higher.  Feeding Capacity (continuous feeding )notes – 1500 or higher.	M/s Albertsons  M/s G&D  M/s Glory	<b>M/s Albertsons</b> : Practically, one bundle is loaded on the hooper at one go. Since it's a continuous feed, we would like to request to change the hopper capacity as 1500. <b>M/s G&amp;D</b> : Hopper & feeder capacity are one and the same thing, kindly ask 1500 notes in both. <b>M/s Glory</b> : Feeder capacity and Hopper capacity are identical terms which assist in high volume processing. Since bank has requested for 2,000 notes Hopper we assume that this is a typo error, and the identical capacity of 2,000 notes would be desired for Feeding capacity as well. Kindly confirm.	Technical specifications:  Hopper/ <b>Feeder</b> Capacity (continuous feeding) notes – <b>1500</b> or higher.
ATC Page 2 Sl No. 5	Only authorized personnel of the firm/ organization shall sign the Bid. The proposal must be accompanied with a 'Letter of Undertaking' duly signed by an 'Authorized Signatory'. The letter should indicate the complete name and designation of the signatory. Necessary resolution/authority/ Power of Attorney available shall be enclosed. In case the Principal Vendors authorize their business partners or authorized distributors to bid on their behalf, a separate 'Authorization Letter' along with a commitment to fulfill the terms of tender should be submitted. One firm or organization cannot quote on behalf of multiple manufacturers. Further if a particular machine is marketed by one or more firms, only one firm should respond to the	M/s G&D	We request Bank to amend the clause to - OEM OR any ONE reseller/ Firm of OEM should be eligible to bid. <b>Multiple resellers of the same OEM should not be eligible to participate.</b>	Only authorized personnel of the firm/ organization shall sign the Bid. The proposal must be accompanied with a 'Letter of Undertaking' duly signed by an 'Authorized Signatory'. The letter should indicate the complete name and designation of the signatory. Necessary resolution/authority/ Power of Attorney available shall be enclosed. In case the Principal Vendors( <b>OEMs</b> ) authorize their business partners or authorized distributors to bid on their behalf, a separate 'Authorization Letter' along with a commitment to fulfill the terms of tender should be submitted <b>and the OEM must ensure that only one firm or organization is allowed to 'Quote' on behalf of the OEM. The OEM must provide Manufacturers Authorization Form to enable the Partner/Authorized Dealer to participate.</b>





Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
	tender for that particular model.			
Page 5 Bid Document	Technical Specifications : Processing Speed(Notes/Hour) 50000– 50000 or higher.	M/s G&D	We request the Bank to reduce the sorting speed to 45000 - 50000 notes per hour	Technical Specifications : Processing Speed(Notes/Hour) – 45000-50000 or higher.
Page 5 Bid Document	Integrity Pact.	M/s G&D  M/s Kusters	<b>M/s G&amp;D</b> : What is the value of the agreement required? Also kindly confirm the location of the agreement. <b>M/s Kusters</b> : Request bank to clarify the stamp paper for excuting the Pre Contract Intregrity Pact.	The Integrity Pact is to be executed on <b>₹ 500 stamp paper</b> . Location at <b>Mumbai</b> .
Page 3 Bid Document	Make in India (MII) Purchase Preference - Yes	M/s Glory	<b>M/s Glory</b> : Whilst we appreciate preference for 'Make in India', the GeM portal treats MII as mandate and does not allow participation from vendors importing machines. We request bank to kindly amend the MII Preference as "NO" in the GeM portal RFP. In order to abide by guidelines of Government of India bank can make a mention of the same in Terms and Conditions document of bank attached in the GeM RFP documents. We also request bank to provide intimation to GeM authorities about this system error as to get the same rectified.	Make in India (MII) Purchase Preference – <b>No</b>  <b>Justification-</b> As there is only one Vendor who qualifies, in order to ensure competition through enabling participation by other reputed manufacturers/Dealers, it is proposed to remove this restrictive Clause.
Page 4 ATC Sl No. 9(vi)	If the Bidder is not the Original Equipment Manufacturer (OEM) but only an authorized dealer, it should have a valid authorization letter from the OEM to supply the machine in India. The OEM/ authorized dealer intending to participate in the Tender should have an administrative Office in India. The firm should have been in the business with the same OEM for	M/s Glory	We appreciate bank seeking consistency of business association between OEM and bidder however looking at long term commitments which are desired under 4+1 NSM we request bank to amend the clause to read: If the Bidder is not the Original Equipment Manufacturer (OEM) but only an authorized dealer, it should have a valid authorization letter from the OEM to supply the machine in India. The OEM/authorized dealer intending to participate in the tender should have an	If the Bidder is not the Original Equipment Manufacturer (OEM) but only an authorized dealer, it should have a valid authorization letter from the OEM to supply the machine in India. The OEM/ authorized dealer intending to participate in the Tender should have an administrative Office in India. The firm should have been in the business with the same OEM for a minimum period of <b>5(Five)</b> years.



Ref	Existing Clause	Vendor proposing	Proposal/Query	Proposed Clause
	a minimum period of three years.		administrative office in India. The firm should have been in the business with the same OEM for a minimum period of Five years ending 31.03.2024	
Page 5 Bid Document	Integrity Pact. This Pact is subject to Indian Law and the place of jurisdiction is Bangalore.	M/s Kusters	Request Bank to clarify the Law and Place of Jurisdiction as it is mentioned in AMC Agreement is Mumbai and Integrity Pact is mentioned Bangalore.	(Please refer to the proposed amendment regarding Integrity Pact at Page 5 of the Bid Document above)

3. There being no further queries, the meeting was adjourned.

*KK*

(Kousik K Kala)  
DGM – Business Support Department

*20/02/25*

