



ALLAHABAD BANK

Amendment to RFP for PROCUREMENT OF “ADF SCANNERS”

RFP REF: HO/DIT/ADFS/2018-19/119 dated 13.11.2018



Allahabad Bank

Addendum-I dated 28.11.2018 to
REQUEST FOR PROPOSAL (RFP) FOR PROCUREMENT OF
“ADF SCANNERS”

RFP Reference No. : HO/DIT/ADFS/2018-19/119 dated:
13.11.2018



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INTRODUCTION:

The Bank had floated the RFP Ref. No. – **HO/DIT/ADFS/2018-19/119 dated 13.11.2018** for Procurement of ADF Scanners. As per the terms of the RFP, a pre-bid meeting was held on 19th November 2018, which was attended by representatives of prospective bidders.

In response to the queries received from prospective bidders during the pre-bid meeting & elsewhere, addendum dated 28.11.2018 containing clarifications to the queries & amendments to the RFP document is issued herewith.

Amendments in the RFP:

| SI No | Section, Clause & Page No. | RFP Clause/ Part of Clause | Amended Clause |
|-------|--|---|---|
| 1 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.1, Page 7 | The bidder should have countrywide presence. They must have their own office in Kolkata, Mumbai, New Delhi & Chennai. | The bidder should have countrywide presence. They must have their own office in atleast 4 out of 8 locations Kolkata, Mumbai, New Delhi, Chennai, Hyderabad, Bangalore, Bhubaneswar & Pune. |
| 2 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.2, Page 7 | The bidder must have <u>support centres</u> at minimum 70 locations across the country either own or franchisee covering at least 16 out of 28 locations specified in Annexure-7, with a distribution as under: i. At least 2 locations in Eastern Region covering West Bengal, Odisha & Assam. ii. At Least 6 locations in Northern Region covering Uttar Pradesh, Bihar, Punjab, Haryana, Chandigarh, Delhi and Uttarakhand. iii. At least 2 locations in the Central Region covering Madhya Pradesh & Jharkhand. iv. At least 3 locations in the Western region spanning Maharashtra, | The bidder must have <u>support centres</u> at minimum 40 locations across the country either own or franchisee covering at least 16 out of 28 locations specified in Annexure-7, with a distribution as under: i. At least 2 locations in Eastern Region covering West Bengal, Odisha & Assam. ii. At Least 6 locations in Northern Region covering Uttar Pradesh, Bihar, Punjab, Haryana, Chandigarh, Delhi and Uttarakhand. iii. At least 2 locations in the Central Region covering Madhya Pradesh & Jharkhand. |



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| | | <p>Gujarat & Rajasthan.</p> <p>v. At least 3 locations in the Southern Region covering Tamil Nadu, Karnataka & Andhra Pradesh.</p> <p>The support engineers should be qualified diploma/degree engineers or Graduates/undergraduates trained in Computer hardware maintenance.</p> | <p>iv. At least 3 locations in the Western region spanning Maharashtra, Gujarat & Rajasthan.</p> <p>v. At least 3 locations in the Southern Region covering Tamil Nadu, Karnataka & Andhra Pradesh.</p> <p>The support engineers should be qualified diploma/degree engineers or Graduates/undergraduates trained in Computer hardware maintenance.</p> |
| 3 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.3, Page 8 | The Bidder should be a registered company / firm and operating in India for a minimum period of 3 (three) years in India as on 30.09.2018. | The Bidder should be a registered company / firm and operating in India for a minimum period of 3 (three) years in India as on 30.09.2018. Registration as per extant law is compulsory to qualify as a bidder. |
| 4 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.4, Page 8 | The bidder should have supplied and/or maintained at least 500 ADF Scanners out of which 100 should be of proposed OEM in last three years (as on bid submission date) to Scheduled Commercial Bank/BFSI/Central and/or State Government Departments in India. | The bidder should have supplied and/or maintained at least 100 ADF Scanners of proposed OEM in last three years (as on bid submission date) to Scheduled Commercial Bank/BFSI/Central and/or State Government Departments in India. |
| 5 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.5, Page 8 | The bidder should have had an annual turnover of at least Rs. 20 Crores (<i>Rupees Twenty Crores</i>) in each of the last three financial years (i.e. 2015-16, 2016-17, 2017-18) and should be profit making in each of these years. | The bidder should have had an annual turnover of at least Rs. 2.00 Crores (<i>Rupees Two Crores</i>) in each of the last three financial years (i.e. 2015-16, 2016-17, 2017-18) and should be profit making in each of these years. |
| 6 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, | USB 2.0, USB 3.0 compatible | Both USB 2.0 & 3.0 compatibility. |



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| | Sr. No. 13 (Interface) Page 52 | | |
| 7 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 16 (Features) Page 52 | Dynamic skew correction, Background noise removal, hole filling, Barcode reading for file separation and file naming etc. | Dynamic skew correction, Background noise removal, Barcode reading for file separation and file naming etc. |
| 8 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 17 Sub-section 5 (S/w capabilities) Page 53 | Auto page size detection, Auto colour detection, Automatic rotation, Auto cropping, Edge correction, assisted scanning for image enhancement, digital endorsement/stamping/water-marking. | Auto page size detection, Auto colour detection, Automatic rotation, Auto cropping, Edge correction, assisted scanning for image enhancement. |
| 9 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 18 (Consumables) Page 53 | All consumable to be covered under (1 years comprehensive on-site OEM warranty + 4 years comprehensive AMC). | All consumables including adaptor to be covered under one (01) year of comprehensive on-site OEM warranty plus four (04) years of comprehensive AMC. |
| 10 | Section -5 (Specifications | Sr No. 21. Warranty: 1 years comprehensive on-site OEM | Sr. No. 21 Warranty / AMC: 01 (one) year of comprehensive on- |



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| ons and formats), Technical Specifications for ADF Scanner, Sr. No. 21 (Warranty) Page 53 | warranty + 4 years comprehensive AMC | site OEM warranty plus 04 (four) years of comprehensive AMC. |
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Response/Clarification of Pre-Bid Queries:-

| Sr. No. | Section Number; Point Number | RFP Clause | Bidder's Query / Suggestion | Bank's Response |
|---------|---|--|--|--|
| 1 | Section - 2 Instruction To Bidders (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.1, Page 7 | The bidder should have countrywide presence. They must have their own office in Kolkata, Mumbai, New Delhi & Chennai. | <ul style="list-style-type: none"> We have registered office in Mumbai, New Delhi, Chennai and Bangalore. Other than these 4 locations we have 10 registered offices PAN-India. Kolkata is a resident office and presence of sales manager is ther. We request you to exempt us for Kolkota retistered office and consider out Resident office instead. Our request to amend it as - “The BIDDER/OEM should have countrywide presence. They must have their own office in Kolkata, Mumbai, New Delhi & Chennai.”, which will help to Bank for getting more bidders who will going to participate in this Tender. | Please Refer amendment section of the addendum |
| 2 | Section-2 (ITB), Eligible Bidders / | The bidder must have <u>support centres</u> at minimum 70 locations across the country either | <ul style="list-style-type: none"> Our request to amend is as - “The BIDDER/OEM must have support centres at minimum 70 locations across | Please Refer amendment section of the addendum |



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| | <p>Eligibility Criteria, Clause 2.2, Page 7</p> | <p>own or franchisee covering at least 16 out of 28 locations specified in Annexure-7, with a distribution as under:</p> <ul style="list-style-type: none"> i. At least 2 locations in Eastern Region covering West Bengal, Odisha & Assam. ii. At Least 6 locations in Northern Region covering Uttar Pradesh, Bihar, Punjab, Haryana, Chandigarh, Delhi and Uttarakhand. iii. At least 2 locations in the Central Region covering Madhya Pradesh & Jharkhand. iv. At least 3 locations in the Western region spanning Maharashtra, Gujarat & Rajasthan. v. At least 3 locations in the Southern Region covering Tamil Nadu, Karnataka & Andhra Pradesh. <p>The support engineers should be qualified diploma/degree engineers or Graduates/undergraduates trained in Computer hardware maintenance.</p> | <p>the country either own or franchisee covering at least 16 out of 28 locations specified in Annexure-7”, which will help to Bank for getting more bidders who will going to participate in this Tender.</p> <ul style="list-style-type: none"> • The bidder / OEM (if warranty is provided by OEM) must have support centres at minimum 70 locations across the country either own or franchisee covering at least 16 out of 28 locations specified in Annexure-7, with a distribution as under: <ul style="list-style-type: none"> i. At least 2 locations in Eastern Region covering West Bengal, Odisha & Assam. ii. At Least 6 locations in Northern Region covering Uttar Pradesh, Bihar, Punjab, Haryana, Chandigarh, Delhi and Uttarakhand. iii. At least 2 locations in the Central Region covering Madhya Pradesh & Jharkhand. iv. At least 3 locations in the Western region spanning Maharashtra, Gujarat & Rajasthan. v. At least 3 locations in the Southern Region covering Tamil Nadu, Karnataka & Andhra Pradesh. <p>The support engineers should be qualified diploma/degree engineers or Graduates/undergraduates trained in Computer hardware maintenance.</p> <ul style="list-style-type: none"> • we do have registered offices in Major cities but are present in much more length & breadth of the country with qualified personnels on direct | |
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| | | | payrolls of IMSPL or with any of our 100% subsidiary companies as a resident engineer but may not have a registered local office address. No other company will have such direct presence. In that case we wish to qualify the bid. | |
| 3 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.3, Page 8 | The Bidder should be a registered company / firm and operating in India for a minimum period of 3 (three) years in India as on 30.09.2018. | <ul style="list-style-type: none"> Request you to kindly allow Proprietorship Firm also having valid credentials to participate in the tender. | The Bidder should be a registered company / firm and operating in India for a minimum period of 3 (three) years in India as on 30.09.2018. Firm includes Proprietorship firm. Registration as per extant law is compulsory to qualify as a bidder. |
| 4 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.4, Page 8 | The bidder should have supplied and/or maintained at least 500 ADF Scanners out of which 100 should be of proposed OEM in last three years (as on bid submission date) to Scheduled Commercial Bank/BFSI/Central and/or State Government Departments in India. | <ul style="list-style-type: none"> For 100 nos. of Scanner procurement, criteria of supplying 500 ADF scanners seems to be very high and it should be amended as 100 nos. of any OEM Scanners. If not accepted by Bank then our request to amend as – “The BIDDER/OEM should have supplied and/or maintained at least 500 ADF Scanners out of which 100 should be of proposed OEM in last three years (as on bid submission date) to Scheduled Commercial Bank/BFSI/Central and/or | Please Refer amendment section of the addendum |



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| | | | <p>State Government Departments in India</p> <ul style="list-style-type: none"> Request you to read as below : <p>The OEM , either directly or through its Channel Partner, should have supplied and/or maintained at least 500 ADF Scanners out of which 100 should be of proposed OEM in last three years (as on bid submission date) to Scheduled Commercial Bank/BFSI/Central and/or State Government Departments in India.</p> <ul style="list-style-type: none"> we have been supplying & maintaining more than 2000 ADF scanners every year but we haven't supplied 100 ADF scanners from the proposed OEM , we request to alter the clause. | |
| 5 | Section-2 (ITB), Eligible Bidders / Eligibility Criteria, Clause 2.5, Page 8 | The bidder should have had an annual turnover of at least Rs. 20 Crores (<i>Rupees Twenty Crores</i>) in each of the last three financial years (i.e. 2015-16, 2016-17, 2017-18) and should be profit making in each of these years. | <ul style="list-style-type: none"> The bidder should have had an annual turnover of at least Rs. 2 Crores (Rupees Twenty Crores) in each of the last three financial years (i.e. 2015-16, 2016-17, 2017-18) and should be profit making in each of these years. | Please Refer amendment section of the addendum |
| 6 | Section -3 (CPC), Scope of work, Clause 8 sub clause 8.6 Page 29 | Bidder has to provide ADF Scanner with compatible Driver(s) and API & SDK (detailed in Annexure-2). | <ul style="list-style-type: none"> Since for compatibility with API & SDK, certain License agreement will require from both Bank end and OEM end, so Bank should agree to go with the agreement. | No Change in RFP terms with regard to API & SDK. |
| 7 | Section -5 (Specifications and formats), Technical Specifications | 30 PPM / 60 IPM (Both Monochrome & Colour @ 200 DPI) or higher | <ul style="list-style-type: none"> Tender document suggests high end scanning features hence it would be great if scanning speed is increase to 45 PPM/90 IPM | Specified speed of ADF Scanner is minimum requirement of the Bank. |



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| | for ADF Scanner, Sr. No. 5 (Speed) Page 52 | | <ul style="list-style-type: none"> across the industry USB 3.0 compatible scanners starts from minimum 40ppm range, so we request to either remove USB 3.0 compatible or make it to 40ppm speed | |
| 8 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 13 (Interface) Page 52 | USB 2.0, USB 3.0 compatible | <ul style="list-style-type: none"> USB 3 is ten times faster than USB 2. This helps in sending scanned image to computer quickly. Request is to keep mandatory USB 3.0. supports only USB 2.0. across the industry USB 3.0 compatible scanners starts from minimum 40ppm range, so we request to either remove USB 3.0 compatible or make it to 40ppm speed | Interpretation of specified requirement: ADF Scanner should be both USB 2.0 & 3.0 compatible and operable-with computers having USB 2.0 / 3.0 or both interfaces. |
| 9 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 16 (Features) Page 52 | Dynamic skew correction, Background noise removal, hole filling, Barcode reading for file separation and file naming etc. | <ul style="list-style-type: none"> Hole filling Not supported As discussed in prebid kindly consider so that we can comply. Rest features we are complying. | Please Refer amendment section of the addendum |
| 10 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 17 Sub-section 5 (S/w capabilities) Page 53 | Auto page size detection, Auto colour detection, Automatic rotation, Auto cropping, Edge correction, assisted scanning for image enhancement, digital endorsement/stamping/ water-marking. | <ul style="list-style-type: none"> Requesting you to consider the same without digital endorsement/stamping/water-marking | Please Refer amendment section of the addendum |



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| 11 | Section -5 (Specifications and formats), Technical Specifications for ADF Scanner, Sr. No. 18 (Consumables) Page 53 | All consumable to be covered under (1 years comprehensive on-site OEM warranty + 4 years comprehensive AMC). | <ul style="list-style-type: none"> • Normally consumables does not comes under warranty, will request you to remove this clause and OEM does not provides any warranty on the consumables. • Scan usage varies person to person/department to department hence requirement of consumables over the 5 years will also vary. | All consumables, including plastic parts, rollers, adaptors etc shall be covered under 1 (one) year comprehensive on-site OEM warranty + 4 (four) years comprehensive AMC. |
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The Schedule of RFP stands amended as under:

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| Last date and time for sale of RFP | 07-12-2018, 11.00 Hrs IST |
| Last date and time for submission of Bid | 07-12-2018, 15.00 Hrs IST |
| Date and time of opening of Technical Bids | 07-12-2018, 15.30 Hrs IST |

Further, for all other queries/requests submitted by the bidders in the Pre-Bid Meeting or elsewhere, for change i.e. addition/modification/deletion in the existing clauses of RFP, the **Bank’s response is ‘No Change’.**

The clause amended through this addendum will override the existing clauses of the RFP.

All other terms and conditions of the RFP document remain unchanged. Please treat this Addendum as an integral part of the RFP document issued.

(Chief Manager-IT)
Allahabad Bank, Head Office
Kolkata (WB)