

CLARIFICATION TO QUERIES RECEIVED AFTER ISSUING OF REFINED RFP

Sr. No	Representator	Reference	Query	Clarification by BPPI
1	ajith thacholi <ajiththacholy@gmail.com>	Ref Evaluation criteria 3, Page 18 column 7	Regarding the turnover of the consortium partners I would like to get a clarification. We are the C&F agents for one of the largest Pharma companies for Kerala having an annual turnover of 250 cores for the last 5 years, We supply to over 300 Distributors across the State, The C&F turnover will not be reflected in my company accounts and Balance Sheets, but what will be will be shown is the Commissions received on the turnover. Please let us know if the C&F turnover will be considered for the Pre-qualification criteria as consortium members turnover	<ul style="list-style-type: none"> ▪ C&F Turnover will be considered for the Pre-qualification criteria as consortium members. ▪ Bidder shall have to Produce Audit Report CA Certificate, C&F Agreement etc to support the claim of Turnover. ▪ Turnover must be considered for down line sales network only, down line sales network means immediate down sales point only.
2	Ram S <oldtraffordcap@gmail.com>	REFER TO CLAUSE:3 BID EVALUATION CRITERIA PAGE 18 POINT 7	<p>Overall Turnover: Average annual turnover of the Company or in case of consortium (Consortium partners Cumulative Turnover) of INR Rs. 10.00 Crore (Ten Crore) during the last Five financial years 2012-13, 2013-14, 2014-15, 2015-16 & 2016-17. (The Leading Member of consortium must have 50% of total turnover). THE TOTAL TURN OVER PRESUMED IS 10 CRORES and the turnover of the lead partner should at least be Rs.5crores.whereas in page number 20 serial number1,in the marks allotted column, it is mentioned that the average annual turnover the consortium for the last five financial year should be more than Rs.50crores to earn 20 marks.</p> <p>Query: Does it mean that the lead partner should have a minimum turnover of Rs.25 Crores, being 50% of the total turnover.</p>	As per para 18 of 2.1 "If the bidder is consortium, each partner should meet at least 25 % (and the lead partner should meet at least 50%) in case of financial turnover to be prequalified" , This is for pre-qualification purpose only Hence, your query is answered as "no"
3		Ref Page No.:14 Point 4 of 2.4.3	<p>"The RFP Document Fees shall be valid for period of 6 Months from date of submission of Bid document, or beyond any period of extension if requested"</p> <p>However, as per the latest rules of RBI, Demand Draft is issued only for 3 months only. Moreover, this fee is non-refundable so validity is not at all issue.</p>	BPPI will accept Demand Draft for RFP document fees having validity for 3 onwards.

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4	radha krishnan k <rkbk.1957@gmail.com>	Ref Page 18 point 7 :	Overall Turnover: Average annual turnover of the Company or in case of consortium (Consortium partners Cumulative Turnover) of INR Rs. 10.00 Crore (Ten Crore) during the last Five financial years 2012-13, 2013-14, 2014-15, 2015-16 & 2016-17. (The Leading Member of consortium must have 50% of total turnover) Audited Financial Statement (reflecting overall turnover)/annual report contacting financial statement for the five financial years. CA certificate of overall turnover of last 5 years. We are the Clearing and Forward (C&F) agents for a 3 pharma companies for Karnataka and our annual turnover is over 85 crores /anum for the last 8 years. As mentioned above requirement: The C&F turnover will not be accounted as our company turn over in our books of account. Our P&L account will show the total turnover for showing the commission amount. We have over 15 years of experience in pharmaceuticals as distributors and C&F agents. As we have been working only as C&F agents for the last 8 years, our turnover is only that of the principal companies we represent. Please let us know if the C&F turn over will be considered for calculating the total turnover for eligibility.	Kindly Refer above Sr. No 1
5		Page No.: 26 Point 4 & 5 of 4.12	<p>4. The Bid Evaluation Committee will be put up a report on financial evaluation of the Technically qualified Bidder to the BPPI along with the recommendation that Bidder scoring highest “Total Score” will be given highest priority and will be selected.</p> <p>5. In the event the composite bid scores are ‘tied’, the bidder securing the highest technical score will be adjudicated as the Least Cost proposal (L-1) can be approved and invited for negotiation and for final award of contract.</p>	These points are incorporated inadvertently by mistake; therefore, both these points are not part of the RFP. Kindly ignore it.