PHARMACEUTICALS & MEDICAL DEVICES BUREAU OF INDIA (PMBI)

B-500, Tower B, 5th Floor, World Trade Center, Nauroji Nagar, New Delhi -110029

Minutes of Pre-bid Meeting dated 06/10/2026

Section I: Top Sheet

File No:	PMBI/07/48/PROC/2026	**Date:**	23/09/2026
Description	e-Tender no. PMBI/FOODPRODUCT/RC-237/2026 for the supply of 34 nos. of Food Products to Pharmaceuticals & Medical Devices Bureau of India (PMBI) for two years.	**Estimated Cost: -**	269.11 crores approx.
Tender Published In	CPP-portal & PMBI website	**Date of Publication**	26/09/2026
Bid Validity	150 days	**Bid Opening Date**	To be opened as per tender schedule.
Advertisement of the tender	The tender has been advertised through widely circulated News-papers viz. ***Dainik Bhaskar (New Delhi & Shimla), Business Bhaskar (Ludhiana & Jalandhar), Dinakaran (Kovai, Nagercoil, Salem, Trichy, Nellai, Vellore, Madurai & Chennai), Sikkim Reporter (Gangtok), The New Indian Express (Coimbatore, Dharmapuri, Madurai, Tiruchy, Tirunelveli & Villupuram).***		

Section II:

PMBI officials attended the meeting:

Sr. No.	Name	Designation	Tender Committee (TC)
1	Ms. N.J. Sujatha	Deputy Chief Executive Officer	Chairperson/ Member
2	Sh. Ravikant Tiwari	General Manager (Finance & Accounts)	Member
3	Sh. Sanjay Kumar	External Expert	Member
4	Sh. Rinku Giri	Manager (Sales & Marketing)	Member
5	Sh. Prateek Mishra	Manager (Sales and Marketing and Procurement)	Member
6	Sh. Sanjay Lohani	Manager (Logistics & Supply chain)	Member
7	Sh. Jay Prakash Mishra	Deputy General Manager (Procurement)	Procurement Department Head
8	Sh. Rishabh Nagar	Deputy Manager (Procurement)	To present tender to Tender Committee
9	Sh. Prasant Kumar Thakur	Assistant Manager (Procurement)	To present tender to Tender Committee

Attendees of the Pre-bid Meeting (Hybrid mode) - Representatives of the following manufacturers have physically attended the pre-bid meeting:

1. Unijules Life Sciences Limited
2. Zeon Lifesciences Limited
3. Numix Industries Private Limited
4. KAG Industries
5. Pulse Pharmaceuticals Private Limited
6. MSN Laboratories Private Limited
7. Win Medicare Private Limited
8. GS Pharmbutor Private Limited
9. Mahalaxmi Malt Products Private Limited

Section III: Deliberation on Salient Features of the Tender:

At the onset of the meeting, the representatives of the prospective bidders have been welcomed and they have been briefed about all the changes made in the instant tender over the earlier one. The inclusion of all new clauses was deliberated upon during the meeting. The representatives have been informed to read the tender very carefully outlining all major changes specially those under clause no. 3, 4, 14, 16, 18, 20, 21, 22 including Annexure VII, VIII, XII, XIIA and XIII respectively. Representatives have also been advised to adhere to formats in the tenders as applicable.
Further, Annexure VIII has been expounded by DGM (Tendering) emphasizing on the modifications in packaging standards and strictly informed that price bid shall only be uploaded under Cover-B in the specified template on CPP portal without disclosing them under technical bid (Cover-A).

Section IV: Queries of the intending bidders discussed during the pre-bid meeting

1.Pre-bid meeting against the subject tender was scheduled on 06/10/2026 from 14:00 hours onwards. The meeting was scheduled to be convened in physical mode at Conference Hall, PMBI as well as in hybrid mode where the link to join the meeting through video conference mode was provided to the intending bidders based on their request as per tender provisions.
2. PMBI has received queries from manufacturers through email prior to the pre-bid meeting whereas total 09 representative have attended the pre-bid meeting and participants have also joined the meeting through video conference mode.
3. At the onset, the representatives of respective manufacturers were welcomed, and the DGM (Tendering) apprised the prospective bidders about the recently updated criteria of submission of Batch Manufacturing Record (BMRs), Batch Packaging Record (BPR) for each quoted item stringent modifications in tender documents and the inspections of new as well as included manufacturers where the compliance of utmost quality standards for PMBI products was emphasized.
4. Later, the prospective bidders were requested to offer their views/ suggestions/ queries one by one regarding the terms & conditions and other details of the e-tender document followed by the other detailed discussion on the submitted queries.
5. Regarding terms and conditions/ detailed or packaging specifications, the representatives have offered their views/ suggestions/ queries and the same is discussed hereunder in the table:

S. No.	Manufacturer Name (M/s)	Query/ Suggestions of the representatives	PMBI Clarification
1.	Azista Industries Pvt. Ltd.	Representative of the manufacturer requested to incorporate the applicable exemptions/benefits available to MSE manufacturers as per the prevailing MSME guidelines into the tender document.	The Tender Committee has mentioned to check the Amendment (if any) in this regard.
2.	Continental Milkose (India) Ltd.	Representative of the manufacturer has requested to accept the Market Standing Certificate issued from Chartered Accountant and an affidavit for Non-Conviction Certificate instead of certificates issued by the Licensing Authority. They have mentioned that these certificates are not being issued by the Licensing Authority.	The Tender Committee has mentioned to check the Amendment (if any) in this regard.
3.	KAG Industries	Representative of the manufacturer has requested clarification regarding the following: a. Incorporation of the applicable exemptions/ benefits available to MSE manufacturers and Start-ups b. Relaxation in submission of Three-Year old FSSAI License due to proprietary formulations and requested to accept that manufacturer shall obtain and submit undertaking for the applicable FSSAI license within one month of award. c. Requested regarding submission of duly notarized affidavit/undertaking from them declaring that the firm/company and its	The Tender Committee has mentioned to check the Amendment (if any) in this regard. Again, the intended bidder has been clarified that all the process shall be complete within the time frame as mentioned in Purchase Order and for technical specification refer to Annexure-XII & Sub Annexure-XIIA.

		directors/partners have not been convicted for offences relating to food safety, adulteration or other relevant regulatory violations. d. Requested regarding submission of Samples in commercially available/standard market packaging. e. Requested for accept the 5-ply CFB shippers instead of 7-ply CFB shippers f. Clarification regarding packaging specifications of Protein/Malt-Based Products. g. Clarification regarding the packaging specification of DC-1440, 1466 and 1467. h. Clarification regarding availability and substitution of Milk Protein Raw Materials i. Clarification regarding provision of Raw Material Price Variation/ Escalation /substitution due to import restrictions, geopolitical disruptions, force majeure events. j. Requested to accept the equivalent grades and alternate approved sources of raw material k. Clarification regarding minimum permissible lead time between issuance of purchase order and required delivery. l. Clarification regarding the process and expected timeline for approval for an alternative raw material and packaging material. m. Requested to provide a consolidated product wise technical specification sheet including detailed Specification of invited items, Packaging detailed specification, Labelling/Artwork requirements and Shelf life/Testing requirements.	
4.	Numix Industries Private Limited	Representative of the manufacturer has requested clarification regarding the following; a. Inclusion of the applicable exemptions/concessions/benefits available to MSE manufacturers and Start-ups b. Relaxation in submission of Three-Year old FSSAI License due to proprietary formulations and request to accept the undertaking for submit the applicable FSSAI license within one month of award. c. Requested to accept affidavit duly executed by the authorized signatory of the company instead Non-Conviction Certificate issued by licensing authority. d. Requested for the submission of Samples in commercially available/standard market packaging with proper labelling of details and COA. e. Clarification regarding the submission of required quantity of samples. f. Clarification regarding the Unit Size and Pack Size of DC-1464 & 1465 in respected to the indicative requirement. g. Clarification regarding tertiary packaging specifications h. Requested to replace the Whey Protein Concentrate and Milk Protein Concentrate	The Tender Committee has mentioned to check the Amendment (if any) in this regard.

		with other Milk Proteins highlighting volatility of availability of items due to ongoing War in Middle East Region.	
5.	Pulse Pharmaceuticals Private Limited	Representative of the manufacturer has requested the clarification regarding the detailed specification of invited DC-1440, 1466, 1467, 2240, 2241, 2242 & 2778	The Tender Committee has mentioned to check the Amendment (if any) in this regard.
6.	Unijules Life Sciences Limited	Representative of the manufacturer has requested clarification regarding the following; a. Regarding specification and packaging standard of DC-1440, 1466, 1467, 2246 & 2247 b. Consideration of ISO 22000 certification instead of HACCP certificate c. Accept the provisional Annual Turnover Statement for the 2025-26 period refer to unaudited balance sheet. d. Consideration of Market Standing Certificate issued from Chartered Accountant. e. Requested for clarification regarding submission of STP with samples or after to be submitted post issuance of Award of Contract.	In case of submission of STP, The Tender committee clarified that STP is required for testing of the samples as well as required to be submitted within 15 days of issuance of Award of Contract. Again, in case of Market Standing Certificate, the committee has advised to refer the tender clause no. 3.A.d.iii. For all other queries, The Tender Committee has mentioned to check the Amendment (if any) in this regard.
7.	Zeon Lifesciences Limited	Representative of the manufacturer has requested the clarification regarding the Nutritional information of Docosahexaenoic acid in invited products.	The Tender Committee has mentioned to check the Amendment (if any) in this regard.
8.	Mahalaxmi Malt Products Private Limited	Representative of the manufacturer has requested the clarification regarding the pack size of DC-2248 & 2779	The Tender Committee has mentioned to check the Amendment (if any) in this regard.

In response of the requests/ required clarifications from representatives, the Chairman, Tender Committee, PMBI clarified that necessary clarification/ amendment (if required) will be published after due scrutiny by the Tender Committee.

The chair concluded the meeting with vote of thanks.

Sd/-
Chief Executive Officer
Pharmaceuticals &Medical Devices Bureau of India

Digitally signed by NARENDRA BHATROLLA
Date: 2026.10.14 17:50:16 IST
Location: eProcure-EPROC