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 10/11/2026

Section I: Top Sheet

File No:	PMBI/07/73/PROC/2026	**Date:**	30/10/2026
Description	e-Tender no. PMBI/SURGICAL/RC-239/2026 for the supply of Biodegradable & Compostable Sanitary Napkins and Maternity Pads to Pharmaceuticals & Medical Devices Bureau of India (PMBI) for two years.	**Estimated Cost: -**	511.73 crores approx
Tender Published In	CPP-portal & PMBI website	**Date of Publication**	03/11/2026
Bid Validity	150 days	**Bid Opening Date**	30/11/2026
Advertisement of the tender	The Tender has been advertised through widely circulated News-papers viz ***Andhrajyothy, Amar Ujala (Dehradun, New Delhi), Business Bhaskar (Ludhiana), Dinakaran (Chennai), Divya Himachal (Shimla) Dainik Jagaran (Kanpur), Hindustan Times (New Delhi, Chandigarh, Lucknow), LokSatta, Sanmarg Kolkatta City, Summit Times (Sikkim).***		

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 & 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

Attendees of the Pre-bid Meeting (Hybrid mode) –

Representatives of the following manufacturers have physically attended the pre-bid meeting:

1. Shourya Hygienes
2. Smart Hygeia 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, 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 & XII(A) has been expounded by DGM (Procurement) emphasizing on the modifications in Packaging & Technical 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 10/11/2026 from 11:00 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 02 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 (Procurement) apprised the prospective bidders about the recently updated criteria of (i) having prior experience in supplying Sanitary Napkins to Government Departments/Bodies during the last three consecutive financial years, with a minimum average annual turnover of Rs. 10 Crore and must submit supporting documentary evidence, including copies of relevant Purchase Orders. (ii) specifications for sanitary napkin and Maternity Pads have been reviewed and modified in accordance with the government order, incorporating provisions for Compostable & Biodegradable sanitary napkins in place of the previously followed Oxo-biodegradable sanitary napkin specifications, as per the BIS standards.(iii) explained the importance of the inspections of new manufacturers 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.	Sekhani Industries Private Limited	Representative of the manufacturer has requested the clarification regarding the applicable ISO standard for submission of QMS Certificate.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
2.	Shourya Hygienes	Representative of the manufacturer has requested the following; a. To modify/amend the detailed specification of Sanitary Napkins in terms of Thickness of Top Sheet, Release Paper. b. To modify/amend the detailed specification of Sanitary Napkins in terms of material used in manufacturing of Top Sheet & Back Sheet. c. Requested to amend the turnover, production capacity criteria and prior experience in government bodies/agencies for participation of Micro Enterprises in the tender. d. Requested to accept the Submission of Market Standing Certificate of Sanitary Napkin instead of specific Biodegradable & Compostable Sanitary Napkin	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
3.	Smart Hygeia Private Limited	Representative of the manufacturer has requested the following: a. To modify/amend the detailed specification of Sanitary Napkins in terms of material used in manufacturing of Top Sheet & Back Sheet. b. To modify/amend the detailed specification of Sanitary Napkins in terms of Thickness of Top Sheet, Release Paper.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
4.	Susheel Yarns Private Limited	Representative of the manufacturer has requested the following:	The Tender Committee has mentioned to refer

		a. Requested to accept the test reports for the Biodegradability and Compostability issued prior to the date of tender for invited products. b. Requested to accept the 5-ply Corrugated Fiber Box instead of 7-ply Corrugated Fiber Box. c. Requested for clarification regarding the requirement of Disposable wrapper for each sanitary pad. d. Requested to amend the detailed specification regarding the non-woven fabric material of Absorbing Top sheet of Sanitary Napkin. e. Requested to amend the detailed specification like thickness of Top, Back Sheet & Release Paper. f. To amend and accept Pulp/Wood Pulp instead of Bio-SAP.	the Amendment (if any) in this regard.
5.	Vaidya V & I Infrastructure Private Limited	Representative of the manufacturer has requested regarding the following: a. Requested for clarification regarding the type of certificate or declaration for the materials used in manufacturing are non-toxic and safe for the intended use and whether to be included with test reports issued by NABL accredited laboratories. b. Requested to consider and accept the test certificate for Biodegradability & Compostability of the finished product issued for any one of the four sizes of Sanitary Napkins for all invited SKUs of the same. c. Requested for clarification regarding the test reports issued by NABL accredited laboratories. d. Requested for clarification regarding the criteria for submission of Stability Study Data & shelf life of Sanitary Napkin. e. Requested for clarification regarding the applicable ISO standard for submission of QMS Certificate. f. Requested for clarification regarding the submission of BMR and BPR documents. g. Requested for modification in weight specification of DC-9070 & 9073.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
6.	Vaishali Hygiene Products	Representative of the manufacturer has requested the following: a. Submission of Market Standing Certificate, Turnover and BMR/BPR of Sanitary Napkin instead of specific Biodegradable & Compostable Sanitary Napkin b. Requested for clarification regarding the license or permission required for these non-drug items. c. Requested for clarification regarding the submission of earlier version of IS 5405: 2025. d. Clarification regarding the submission & criteria of test reports for each batch. e. Clarification regarding the technical specification of Sanitary Napkin in terms of Thickness and overall width/length. f. Clarification regarding the pack size & pack thickness of product with the reference of latest government circular/order. g. Clarification regarding the acceptance of	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.

		Accelerated Stability Study Data and undertaking to complete Real-time Studies instead of required Stability Study Data equal to the declared shelf life for each quoted product. h. Clarification regarding the Local content calculation of Imported Raw material used in manufacturing of quoted items. i. Requested to provide the MRP of tendered items prior to the bid date. j. Clarification regarding the submission of Power of Attorney / Board of Resolution.	
7.	Uniclan Hygiene	Representative of the manufacturer has requested the following; a. Requested to accept the substitute of BIO-SAP in manufacturing of Sanitary Napkins. b. Requested for clarification regarding the provision of Disposable pack to be provided with Sanitary Napkins.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.

In response of the requests/ required clarifications from representatives, the Chairperson, 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