

MINUTES OF PRE-BID CONFERENCE HELD AT LIOC HEAD OFFICE, COLOMBO ON 04-OCT-2022

LIOC/ENG/GT/01/2022-23: SUPPLY OF ERA MONO (SUCTION TYPE) AND ERA DUO (SUCTION TYPE) DISPENSING UNITS SUITABLE FOR DISPENSING PETROL / DIESEL FOR LANKA IOC PLC

Those Present:

A. LIOC

1. Mr. Ranketh Wijayarathna, M (Engg)
2. Mr. Buwaneka Abesundara, Jnr. EX (Engg)

B. Bidders' Representatives :

1. Mr.Sachin Varrier, Sr. Manager - Key Accounts Sales M/s Gilbarco Veeder Root
2. Mr.Sathyanarayan.S, Regional Manager - South M/s Tatsuno India
3. Mr.K. Balasubramannian, Manager Sales-M/s Tokheim India (Pvt) Ltd
4. Mr. Sujesh Shreedharan, M/s Gilbarco Veeder Root
5. Mr. Nelson Wanigarathnam, M/s NPS Equipments Pvt Ltd (Local agent of Gilbarco)
6. Mr.Vajira Paulis, M/s King Agbo International (Local agent of SANKI).

LIOC informed that, these minutes of meeting will form a part of contract.

- Following queries were raised by M/s Gilbarco India and LIOC responses are as given follows.

SN	Page & Clause No	Technical Query	RESPONSE FROM LIOC
1	Page No. 46 of 145 Clause No.20	GVR can provide Interlock between ERA and Hydraulics. But this will lead to genuine difficulties of unnecessary Hydraulics Door opening during Filter cleaning and accessing Junction Box. We recommend to restrict the E-lock ONLY to ERA , additionally if required Abloy locks can be provided for Hydraulics. Please confirm	Tender conditions prevails
2	Page No. 52 of 145 Hose	Request to accept "UL/ATEX approved hoses from reputed manufacturers" apart from the stated makes of Hoses.	Tender conditions prevails
3	Page No. 61 of 145 PCB	Request Typo correction from 1R4 to FR4. Request to change the PCB Thickness requirement to 35 Microns/ 70 Microns. Thickness of PCB depends on the Hardware design architecture and all tracks in the PCB cannot be maintained at 70 Microns minimum.	Tender conditions prevails
4	Page No. 70 of 145 Batteries	Request to remove the Battery requirement and allow usage of Super Capacitor ONLY for holding the display data for 15 Mins during power Off condition. Also all the relevant transaction data and Logs are stored in Non-Volatile memory and is available even during Power OFF condition. Super capacitor cannot hold charge for 8 to 12 hours , but as a preventive measure Cards are partially potted on critical Sections and Pulsar is entirely Potted and Non-Openable.	Usage of supercapacitor in place of battery is acceptable.

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
5	Page No. 1,2,7,8 of 145 Notice Inviting Tender	Request to extend the date of submission of tender bids to 31st October 2022 since this is an offline tender and we have enough time between the pre-bid meeting and the tender submission, enabling us to quote our best rates possible based on the result of the pre-bid meeting discussion.	We have provided the facility for online submission of tenders. Please refer corrigendum uploaded on tender portal.
6	Page No. 9,25,105 of 145 Clause No.19, Clause No.7.2, Clause No. C, respectively	Request to allow us to submit the OIML and India Weights and Measures approval for technical qualification and kindly grant us time to submit the Sri Lanka Weights & Measures approval before the start of the supply of dispensers. This is since our current approvals from W&M Sri Lanka is for a different range of dispensers that lacks the new features and the new W&M approval process takes 16-20 weeks.	Vendor shall provide respective Sri Lanka W&M approvals include with commercial bid when submitting the tender on 17.10.2022.
7	Page No. 8 of 145 Clause No.15	We understand that the warranty will start from the date of acceptance of PO for the particular lot of dispensers procured by LIOC.	Tender conditions prevails
8	Page No. 9 of 145 Clause No.19.1	We have PESO and CMRI Approval for our Dispensing Units for India Market. Trust this will be meeting LIOC requirements	Tender conditions prevails
9	Page No. 19 of 145 Clause No.6.2	Considering the Shortage of Components/Chips and increase in the cost of raw materials due to market volatility, request LIOC to include Price Escalation Clause	Tender conditions prevails
10	Page No. 23 of 145 Clause No.4.5	In case any alteration of dispatch program results in the quantities to be increased for supply then the vendor should be allowed adequate time to fulfil such order and the timeline provided (10 weeks) should be extended. Also if such alteration is made after the dispensers are made ready, then Lanka IOC to reimburse for any loss that may be incurred by the supplier.	Tender conditions prevails
11	Page No. 23 of 145 Clause No.4.10	Request to specify a timeline of 30 days from the date of delivery of the DU for intimation of any defective material/ material not meeting the specifications for the replacement.	Tender conditions prevails
12	Page No. 24 of 145 Clause No.6.1.c	We request that the BG should be valid for the period of the contract i.e. 24 months. Once the contract term is over the BG should be returned without it being extended for another 3 months as claim period.	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
13	Page No. 24 of 145 Clause No.6.4	The warranty should start from the first lot- call up order and the same should expire after 24 months. Extending a BG for 3 months from the last call up order would ideally extend the BG period to over and above 24 months.	Tender conditions prevails
14	Page No. 29 of 145 Clause No.10.3.4 (ii)	A cure period should be provided for unsatisfactory services before the risk purchase is invoked. Also in case risk purchase is being invoked then penalties should not be charged to the bidder/ tenderer.	Tender conditions prevails
15	Page No. 29 of 145 Clause No.10.4	Any tampering that happens will only benefit the dealer and when the DU is in the possession of the dealer. The Vendor cannot be held responsible for any such tampering. The Dispensers that will be supplied to LIOC against this tender will be designed to prevent any attempts of tampering which are known till date. We would not be able to accept any penalty on account of tampering of the Dispensers in future. Just FYI.. a few years back in a similar arbitration case in India between GVR and Oil Company, it was ruled in GVR's favour that the oil companies cannot penalise OEM for any tampering activity happening at the retail outlets.	Tender conditions prevails
16	Page No. 30 of 145 Clause No.10.4.3	The Vendor will not be able to provide indemnity to the dealer of IOC Lanka. The dealer and Vendor have no privity of contract. Also for malfunctioning there are warranties provided.	Tender conditions prevails
17	Page No. 31 of 145 Clause No.10.10	We request LIOC to open irrevocable LC at Site with Payment Terms as 30 days from the date of submission of Invoice along with supporting documents.	Tender conditions prevails
18	Page No. 32 of 145 Clause No.10.12	The Vendor shall provide all necessary support as stated for the DU Stamping. However the Vendor Engineer is not qualified to confirm if the DU is tampered or not. The OEM has a Technical Audit and Compliance Cell (TACC) out of the OEM factory who can confirm on any tampering. As such the same cannot be confirmed on the field without the OEM TACC confirming the same which can only happen after due testing of the suspected components in their lab in Coimbatore.	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
19	Page No. 32 of 145 Clause No.10.14	In case the Risk Purchase is invoked, then penalties should not be charged, since we are putting Lanka IOC to the same position as it would have been if the Vendor had successfully done the work. Penalty amount should not be deducted when the Vendor is rectifying the defects at its own cost. Penalty and invocation of risk purchase shall amount to double dipping.	Tender conditions prevails
20	Page No. 32 of 145 Clause No.10.19	This should be covered under a Force Majeure event. Also, looking at the recent oil shortage and other emergencies observed in Lanka due to the political scenario, Force Majeure events should be construed more liberally.	Tender conditions prevails
21	Page No. 33 of 145 Clause No.10.21	Electrical lines are under the scope of Lanka IOC. As such any damage which may arise due to voltage fluctuation should be to the account of Lanka IOC. The Vendor shall repair but only on a chargeable basis and if it is possible to do so. Electrical fault repairs cannot be made an obligation on the Vendor and will be done on a best endeavour basis.	Tender conditions prevails
22	Page No. 33 of 145 Clause No.10.23	Not all parts are serialized in the DU. Also in case we find any spurious parts in the DU, the same will need to be analysed at our lab in Coimbatore to confirm the same, post our analysis IOC Lanka will be duly informed. The spurious device if any will be returned only after the analysis at the OEM factory.	Tender conditions prevails
23	Page No. 33 of 145 Clause No.10.24	Any tampering that happens only benefits the dealer and when the DU is in the possession of the dealer. The Vendor cannot be held responsible for any such tampering. The Dispensers that will be supplied to LIOC against this tender will be designed to prevent any attempts of tampering which are known till date. We would not be able to accept any penalty on account of tampering of the Dispensers in future. For your kind information only, a few years back in a similar arbitration case in India between GVR and oil companies, it was ruled in GVR's favour that the oil companies cannot penalise OEM for any tampering activity happening at the retail outlets.	Tender conditions prevails
24	Page No. 34 of 145 Clause No.11.4	The Vendor is provided with the Liquidated Damage clauses for malfunctioning. We will not be able to indemnify the dealer since there is no privity of contract between the Vendor and the dealer. Also consequential losses cannot be agreed upon.	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
25	Page No. 34 of 145 Clause No.11.5	We would not be able to provide any indemnity for tampering. The benefit of tampering is to the dealer and not to the OEM. In fact once the DU is sold to LIOC, the only control of the OEM/Vendor is during the visits by its service engineer for AMC or PM. The vendor has no control of the DU or the cards. If there is tampering we will not be able to indemnify LIOC or the dealer. This clause is non negotiable and we will not be able to provide any tamper proof indemnities.	Tender conditions prevails
26	Page No. 34 of 145 Clause No.11.6	Tampering can only be confirmed once the cards are tested at the OEM facility. Without adequate testing whether the circuit is tampered or not cannot be confirmed. Once the confirmation is received from the OEM lab the same shall be informed to the IOC Lanka DO. Under no circumstance can the AMC Vendor be held liable for tampering.	Tender conditions prevails
27	Page No. 35 of 145 Clause No.11.7.3	Force majeure cannot be concluded only if the said event exists of 7 days for 60 days. The recent economic hardship of the Sri Lanka and the resulting protests should be considered a FM event without the qualifying dates and criteria of no of days, since a FM event once triggered should stop the count of days for penalty purposes and not necessarily be on the qualification of no of days such an event subsisted.	Tender conditions prevails
28	Page No. 36 of 145 Clause No.12.1	The BG should be valid for the period of the contract i.e. 24 months warranty period and then three years of CAMC period that is a total 5 years with a claim period of 6 months. Re quest to correct the period of BG as 5 years instead of 6 years as stated in the tender document.	Tender conditions prevails
29	Page No. 37 of 145 Clause No.12.4	The warranty period is 24 months and the CAMC is 36 months coming to a total of 60 months. During the CAMC, the OEM obligation is limited to teh items covered in teh CAMC scope only. Beyond the CAMC period, for another 60 months, we can support with spares on a chargeable and best endeavour basis. However we will not be liable for any defects due to poor workmanship, improper installation, replacement of parts/assemblies, poor handling of material, etc.	Tender conditions prevails
30	Page No. 37 of 145 Clause No.13	Post warranty the spares will be provided on a best endeavour and chargeable basis.	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
31	Page No. 38 of 145 Clause No.17.40	Post warranty the spares will be provided on a best endeavour basis and cannot be an obligation. Such spares if any will be provided on a chargeable basis.	Tender conditions prevails
32	Page No. 40 of 145 Clause No.19.2.7	If such replacement is done by the Dealer through 3rd party then Vendor should not be held responsible.	Tender conditions prevails
33	Page No. 40 of 145 Clause No.19.3.1	A notice should be served and a cure period should be provided before any such termination or risk purchase is exercised by LIOC.	Tender conditions prevails
34	Page No. 51 of 145 Sealing arrangement	Please clarify and share the drawings and other details of the tamper-proof sealing approved by W&M Sri Lanka.	Vendor should obtain the drawing & other details through their local agent before quoting.
35	Page No. 57 of 145 Pulsar	Our Pulsars are as per the LIOC specifications provided in the tender and are designed to prevent any attempts of tampering which are known till date. The OEM can guarantee or warranty that the Pulsar is tamper-resistant against any known methods of tampering as on date. However, there can be new ways or methods invented in future to tamper the DU for the benefit to the dealer and for which the OEM cannot be held responsible. As such no warranties or guarantees can be provided against tampering.	Tender conditions prevails
36	Page No. 64 of 145 Volume calibration	We have designed the Cal count register to be non-reversible and non-tamperable against the known methods of tampering till date. However, we cannot guarantee or warranty any tamper-proof design in the DU as there can be new ways or methods invented in future to tamper the DU for the benefit to the dealer and for which the OEM cannot be held responsible.	Tender conditions prevails
37	Page No. 87 of 145 Clause No.15.4 (Calibration count)	We have designed the Cal count register to be non-reversible and non-tamperable against the known methods of tampering till date. It cannot be reset or tampered with even by the OEM. However, we cannot guarantee or warranty any tamper-proof design in the DU as there can be new ways or methods invented in future to tamper the DU for the benefit to the dealer and for which the OEM cannot be held responsible.	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
38	Page No. 88 of 145 Pulsar spect	Our Pulsars are as per the LIOC specifications provided in the tender and are designed to prevent any attempts of tampering which are known till date. The OEM can guarantee or warranty that the Pulsar is tamper-resistant against any known methods of tampering as on date. However, there can be new ways or methods invented in future to tamper the DU for the benefit to the dealer and for which the OEM cannot be held responsible. As such no warranties or guarantees can be provided against tampering.	Tender conditions prevails
39	Page No. 115 of 145 Clause No.3.2	Please consider escalation of prices looking at the global supply chain issues, the Ukraine war and subsequent market volatility. We request that a price escalation should be allowed if an escalation in our input costs that is not directly attributable to the OEM.	Tender conditions prevails
40	Page No. 116 of 145 Clause No.4.1	Please consider escalation of prices looking at the global supply chain issues, the Ukraine war and subsequent market volatility. We request that a price escalation should be allowed if an escalation in our input costs that is not directly attributable to the OEM. Also, in case any tax is increased which has a negative effect on the prices quoted by the bidder, we request LIOC to reimburse the same since that is a statutory increase and not directly controlled by/attribution to the OEM.	Tender conditions prevails
41	Page No. 117 of 145 Clause No.12	In case the LIOC team wants to visit our factory in Coimbatore, we request a prior notice of at least one week.	Tender conditions prevails
42	Page No. 119 of 145 Clause No.25.1	We request the arbitration to be conducted by a third party without any interests/investments in both OEM or LIOC and as per the guidelines set by the High Court/ Supreme Court in Sri Lanka as per the Arbitration law of Sri Lanka for ensuring the proceedings to be unbiased and beyond reproach.	Tender conditions prevails

- Following queries were raised by M/s Tatsuno India and LIOC responses are as given follows.

SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
1	Page No. 14 of 145 Clause No. 7	specified TDS certificate not available	Tender condition prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
2	Page No. 16 of 145 Clause No. 1	Declaration not able to find in tender document	Please refer Page No. 109 of 145 for declarations.
3	Page No. 28 of 145 Clause No. 2 & 3	After warranty period, whether AMC contract will be between LIOC to TIPL or LIOC to TIPL Distributor. Clarification required	AMC contract will be between LIOC to DU Vendor's local agent with the certification of DU Vendor.
4	Page No. 37 of 145 Clause No. 7 & 8	No of visits for commissioning 3 visits will be offered	No of visits for commissioning as and when required in pre of cost.
5	Page No. 114 of 145 Clause No.1	Required vendor code allotted by IOC Lanka(Bank Mandate) Vendor code is not available	Shall be shared to the prospective bidder after finalization of contract.
6	Page No. 27 of 145 Clause No.20	The Local bidders and foreign bidders the payment towards CAMC charges will be in LKR only. Can AMC be quoted in USD instead of Lankan Rupees?.	Tender conditions prevails
7		Due to market volatility if material & manpower, transport increased beyond a particular level then we will be allowed to revise the rate. Request for price change in case of market volatility for within warranty and for CAMC.	Tender conditions prevails
8		Delay of payment Delay of payment demurrage up to what time?	Please refer Page No 137 of 145 , clause No 5
9		RO locations Please provide the RO's with location	Shall be shared to the prospective bidder after finalization of contract.
10		Flexibility for PM Please advise the flexibility of timeline for PM	Tender conditions prevails
11		EMD-Bid Bond BG Please advise can we submit Bank Guarantee of Yes Bank?	Tender conditions prevails
12		SD - 5% for 27 months and PBG -10% for 6.5 years. Please advise whether SD & BG both are to be submitted or either one.(These are too high- now 3% PBG is being asked by all PSUs in India)	Tender conditions prevails

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SN	Page & Clause No	Commercial Query	RESPONSE FROM LIOC
13	Page No. 35 of 145	SLA noncompliance penalty - 3500 LKR and ma1-month billing value (very high penalties) The penalty charges are in higher side, please consider for lower.	Tender conditions prevails
14		LDs for the delay in supply - 10% To High, please consider less than 5%.	Tender conditions prevails
15		Warr exclusions does not mention Mishandling, or accident (it is mentioned in CAMC exclusions) Mishandling or in case of accidental damage the rectification charges will be chargeable separately.	Tender conditions prevails
16	Page No. 23 of 145	Time of delivery - contradictory clauses 4.8 and 4.5 in special terms.	Tender conditions prevails
17	Page No. 40 of 145	SLA beyond Colombo 72 hours In contradictory one place, it says 72 and in another, it says 48 hours	All dispensing units located beyond 100 km from Colombo Municipal limits to be attended for breakdown maintenance within 72 hours from the date and time of complaint.
18		For CAMC in the technical bid it is mentioned that minimum of 7% & 8% of basic but whereas in the schedule of comprehensive AMC it is mentioned that maximum of 7% & 8%. Please clarify	Schedule of comprehensive AMC is correct.
SN	Page & Clause No	Technical Query	RESPONSE FROM LIOC
19	Page No. 44 of 145 Clause No.3.2	Please specify recommended field maintenance painting system. To be done manually?	Spray painting to be done.
20	Page No. 48 of 145 Clause No.3.11	Support printing from automation system. Scalable character when connected from automation system Two indicator LEDs (Power & Error) Two panel buttons (feed & paper cut) Mountable on a DU / stand mounted. Two panel button for feed and paper cut is not available	Tender specifications prevails

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SN	Page & Clause No	Technical Query	RESPONSE FROM LIOC
21	Page No. 52 of 145 Clause No.3.16	GATES / PARKER (MARKWELL) / GOODYEAR / Soni Rubber Product India makes only allowed. Please allow to supply polyhose make hose	Tender specifications prevails
22	Page No. 73 of 145 Clause No.3.3	Non-volatile memory or power failure protection to be available with battery. No battery is used	Tender specifications prevails
23	Page No. 62 of 145 Clause No.3.5	Any such Mother board software download must be protected by a security dongle. Programming of motherboard and other PCBs are done through secure programming proprietary tools.	Tender specifications prevails
24	Page No. 61 of 145 Clause No.3.6	FR4 substrate is used. IPC standard are followed. copper thickness is 70 micron for power related PCBs.	Tender specifications prevails
25	Page No. 70 of 145 Clause No.3.1	No batteries are provided. Super capacitor is used to retain last transaction for 15 mints.	Tender specifications prevails
26	Page No. 70 of 145 Clause No.3.6	No batteries are used.	Tender specifications prevails
27	Page No. 77 of 145 Clause No.3.2.b	The requirement of exporting the data logs into an external device like USB would be a desirable feature of DU Data will be available on sd card	Tender specifications prevails
28	Page No. 78 of 145 Clause No.3.1.1	After the completion of every transaction in auto mode and putting nozzle back in boot, Automation system shall issue the transaction 1D (16 digit), Date time stamp (Format DDMMYYYY, HH/MM/SS), Customer Attendant ID by default to the DU. Command to take transaction ID from FCC is not implemented.	Tender specifications prevails
29	Page No. 78 of 145 Clause No.3.1.2	Once print key is pressed on the DU keypad, it shall seek Vehicle no., Mobile No., to be entered by Customer Attendant. Mobile no is not taken	Tender specification prevails

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SN	Page & Clause No	Technical Query	RESPONSE FROM LIOC
30		x level for calibration No separate user for calibration but separate menu for separate OTP generated for Calibration.	Tender specifications prevails
31		Door lock mechanism We can supply two separate locks for hydraulic and electronic	Tender specifications prevails
32		Motor voltage range 160-290 Our available motor range is 180-250	Tender specifications prevails

- Following queries were raised by **M/s Tokheim India (Pvt) Ltd** and LIOC responses are as given follows.

SN	Page & Clause No	Technical / Commercial Query	RESPONSE FROM LIOC
1	Page 36 of 145 PBG Clause No. 12.1	We will submit 10% of DU supply portion as PBG initially and for CAMC portion we will submit the PBG after completion of warranty period as the CAMC PO will be placed on the local distributor.	No change in the PBG is envisaged and Clause no.-14 under 'Special Terms & Conditions' would remain unchanged.
2	Page No. 30 of 145 Clause No. 10.4.3 Indemnity:	We request LIOC to remove the penalty clause as the DUs are not in our posession after being dispatched from our factory premises. TIPL have already filled a writ Petition with Hon'ble High Court of Bombay to withdrawal of this clause from Mis Indian Oil Corporation Limited (IOCL) Tender. This clause of penalty and indemnity was removed in previous LIOC order.	Tender conditions prevails
3	10.4 Penalty against detection of tampering: 10.4.1 Within Warranty Period (& Comprehensive AMC):	We request LIOC to remove the penalty clause as the DUs are not in our posession after being dispatched from our factory premises. TIPL have already filled a writ Petition with Hon'ble High Court of Bombay to withdrawal of this clause from Mis Indian Oil Corporation Limited (IOCL) Tender.	Tender conditions prevails

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SN	Page & Clause No	Technical / Commercial Query	RESPONSE FROM LIOC
4	Page 25 of 148 Clause No. 7.3 & 7.4	Please clarify what is "Clause C" What tests we have to carried out in ERTL / SAMEER / CDAC / ARAI	The clause no. 7.3 of Special Terms & Conditions amended as, ‘The successful vendor has to submit the detailed test procedures for compliance of all technical parameters to ERTL/ SAMEER/CDAC/ ARAI along with the DU prototype for each of the DU model (for which the LOA has been issued) within 30 days from issuance of LOA & confirm to Lanka IOC along with supporting documentary evidence including proof of acknowledgement’. The list of tests with details will instruct along with LOA.
5	Page 26 of 145 Clause No. 7.6 & Page 38 of 145 Clause No. 18 THIRD PARTY INSPECTION	As per clause No. 7.6 TPI is LIOC's scope, however it is contradictory in clause no. 18	The clause no. - 18 under ‘Special Terms & Conditions’ would remain unchanged & the clause no. 7.6 of ‘Special Terms & Conditions’ amended as, ‘Vender (OEM) shall appoint TPI agency for regulating the inspection & pre-dispatch clearance of DU supplies. The TPIA scope of inspection shall cover the performance of one DU per every 16 DU or part thereof and 100% checking of documentation, quality of packing (Sea worthiness), Inland transportation and Markings as applicable’.
6	Page 68 & 69 of 145 Preset Facility	Also please clarify. The compulsory presetting feature should be configurable.	The clause of Pre-set Facility under ‘Technical Specifications’ amended as, ‘DU nozzle should operate only after Presetting. The Preset amount / quantity should be displayed on keypad display and in addition main LCD display may also be linked if possible. The remain clauses of Pre-set Facility are unchanged.

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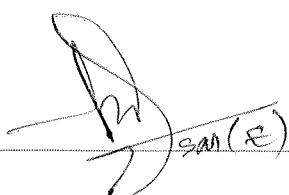
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SN	Page & Clause No	Technical / Commercial Query	RESPONSE FROM LIOC
7	Page 55 of 145 Motor - Voltage Range	Motor range 180-250 V as provided by the CCOE approved motor manufacturer.	No change in the Electrical Supply is envisaged and Specification of all types of Dispensing Units-Electronics parts under 'Technical Specifications' would remain unchanged.
8	Page 68 of 145 Electronic Totaliser	There is no use of 3 digits after decimal since dispenser least count itself is 10ml. It should be 2 digits after decimal.	No change in the decimals digits is envisaged, it should be 3 decimals digits and Electronic Totaliser under 'Technical Specifications' would remain unchanged.
9	Page 54 of 148 Tag Reader Fixing	CRIND can be retrofitted in place of existing printer. Hence separate space and blanking plate is not required.	The CRIND / RFID both are only for future requirement. Therefore provisions can be made for CRIND / RFID installation as specified in the tender.
10	OTP and its related feature	OTP and its related features are not available outside India due to infrastructure constraints and statutory limitations.	If the OTP and its related features are not available in Sri Lanka the same can be removed. However Provisions can be there to future requirements.
11	Page 58	Once the pulser lid is opened the pulser self destructs and DU becomes inoperative. The DU can now be brought back to normal operation only by replacing with new Pulser only.	Inline with tender clause (g) of 'Pulsar' under 'Technical Specifications' the bidder can adopt either the tender specifications or advance version shall also be adopted.
12	Page 64	Totaliser data are kept in two memory locations. However, as per global practice totaliser should not be displayed in absence of mains power to avoid and fraudulent practices in offline mode.	The battery is required to recall the last reading on the totalizer when the power switched off.
13	Page 68-69	Both statements are contradictory. We give preset amount on keypad LCD only.	The pre-set quantity or amount can be done using the key pad. The display can be compulsory in key pad display and in addition main LCD display may also be linked if possible.

MINUTES OF PRE-BID CONFERENCE HELD AT LIOC HEAD OFFICE, COLOMBO ON 04-OCT-2022

LIOC/ENG/GT/01/2022-23: SUPPLY OF ERA MONO (SUCTION TYPE) AND ERA DUO (SUCTION TYPE) DISPENSING UNITS SUITABLE FOR DISPENSING PETROL / DIESEL FOR LANKA IOC PLC

SN	Page & Clause No	Technical / Commercial Query	RESPONSE FROM LIOC
14	Page 70	Is battery required for complete DU Electronics (ERA) or do you need battery only to detect pulser fraud when DU is shutdown ? We recommmed to give battery only for pulser & not complete ERA.	All data including backup for electronic totalizer & logs should be available at all times and to be retained even after power disruption.
15	Page 71	We currenently give LCD display on keypad only on which Totalizer reading can be displayed. We currently don't give LCD on Electronic Totalizer	Inline with tender clause for 'display of Totalizer reading' under 'Technical Specifications' the proposed LCD display on keypad is acceptable.
16	Page 28 of 145 Clause No. 10.3.1	TIPL will cover all hanging hardware during initial two years of warranty against any manufacturing defect & fair usage. Post Warranty Period, Hanging Hardware like Hose, Swivel, Nozzles, Breakaways will be covered under AMC contract & not under warranty.	No change in the preventive maintenance schedule (i.e. once in every two months) during warranty & CAMC is envisaged and Clause no. 11.3.2 under 'Special Terms & Conditions' would remain unchanged.
17	Page 57 of 145	IC is not proprietary but TIPL uses standard IC chips manufactured by reputed global chip makers with proprietary configuration	Tender specifications prevails
18	Page 25 of 145 Clause No. 7.2	We have Sri Lanka W&M approvals for dual models, however for Mono models Sri Lanka W&M approvals can be submitted once the order is confirmed.	Vendor shall provide respective Sri Lanka W&M approvals include with commercial bid when submitting the tender on 17.10.2022.
19	Page 9 of 145	Request to consider MPD models supply also under definition of similar works.	Supply of MPD models can be considered under the definition of similar works.
20	Bid Submission	Request LIOC to accept the bid submission through Online	We have provided the facility for online submission of tenders. Please refer corrigendum uploaded on tender portal.
21	Page 10 of 145 clause 21.c	Request to consider validity of BG EMD is 180 days from Tender Published date as it is difficult us to understand the date of tender opening to calculate BG validity	Tender conditions prevails

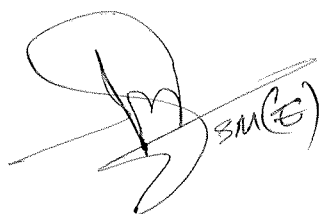


MINUTES OF PRE-BID CONFERENCE HELD AT LIOC HEAD OFFICE, COLOMBO ON 04-OCT-2022

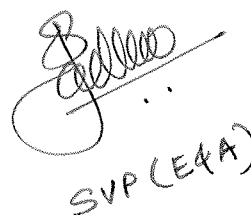
LIOC/ENG/GT/01/2022-23: SUPPLY OF ERA MONO (SUCTION TYPE) AND ERA DUO (SUCTION TYPE) DISPENSING UNITS SUITABLE FOR DISPENSING PETROL / DIESEL FOR LANKA IOC PLC

- Following queries were raised by M/s King Agbo International (Local agent of SANKI) and LIOC responses are as given follows.

SN	Page & Clause No	Technical / Commercial Query	RESPONSE FROM LIOC
1	Page No. 57,58,59,60 of 145	We have to get more clarification about some para at technical pages of 57,58,59,60 of (145). We like to have your clarification of standards, before tendering, Because we are not aware of Indian standard.	LIOC informed that, time has passed to respond any queries received after the pre-bid meeting.



SANKI



SVP (E&A)