



Reply against Pre-Bid Queries
for

Tender Ref No: OICL/HO/ITD/LJP/2019/02 for RFP for Supply & Installation of Laser Jet Printers

S.No.	Page #	Clause No.	Point/Section #	Existing Clause	Query Sought	OICL's Response
1	17	Project Timelines	1.7: Project Timelines	Within 12 weeks from the date of issuance of Purchase Order	Request for Amended the clause : Within 16-to 18 weeks from the date of issuance of Purchase Order	As per the Terms of the RFP
2	23,24	Payment Terms	3.1.11: Payment Terms	Delivery of Hardware 70% cost would be payable on successful post-delivery inspection of the product and post submission of Delivery Challan	Request for Amended the clause : 90% cost would be payable on successful post-delivery inspection of the product and post submission of Delivery Challan	As per the Terms of the RFP
3	23,24	Payment Terms	3.1.11: Payment Terms	Successful Implementation and Integration of Equipment- 20% cost would be payable on successful installation and acceptance testing of the product and post submission of Installation report.	Request for Amended the clause : 10% cost would be payable on successful installation and acceptance testing of the product and post submission of Installation report.	As per the Terms of the RFP
4	23,24	Payment Terms	3.1.11: Payment Terms	Post Completion of contract, 10% cost would be payable post completion of Contract.	Delete the Clause	As per the Terms of the RFP
5	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (i) Laser Jet Printer A4 Black and White: 15 PPM or More (Duplex Printing); Pt.1	Printer Speed: 15 PPM or more	We request to make this 20ppm for more to cater to increased workloads	As per the Terms of the RFP



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6	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (i) Laser Jet Printer A4 Black and White: 15 PPM or More (Duplex Printing); Pt.7	Duplex printing- Automatic	We request to make this optional or allow Manual Duplex Printing	As per the Terms of the RFP
7	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (i) Laser Jet Printer A4 Black and White: 15 PPM or More (Duplex Printing); Pt.9	Print Quality/ Resolution Min 1200 x 1200 dpi	Print Resolution to be changed to upto 1200 X 1200 dpi.	As per the Terms of the RFP
8	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.1	Printer Speed: 25 PPM or more	We request to make this 28ppm for more to cater to increased workloads	As per the Terms of the RFP
9	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.2	Memory: Atleast 128 MB	RAM to be changed to 512 MB and above.	As per the Terms of the RFP
10	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.9	Print Quality/Resolution - Min. 1200 dpi X 1200dpi	We request this to make this 600 dpi X 600dpi. Alternatively allow other higher resolution specifications as 4800 dpi X 600dpi to get similar resolution	As per the Terms of the RFP



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11	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.9	Print Quality/ Resolution Min 1200 x 1200 dpi	Print Resolutin to be changed to Upto 1200 X 1200 dpi.	As per the Terms of the RFP
12	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.13	Cartridge Type-Composite Cartidge	1) We request that both options from the industry: Composite Cartridge and Separate Drum & Toner machines to be allowed to bid; this wil enable OIC to have a better range of technology options to evaluate on. 2) If cost of ownership is a concern, we request that OIC extend the tender scope to inculde consumables for total cost of ownership at a particular volume requirement	As per the Terms of the RFP
13	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.13	Cartridge Type-Composite Cartidge	Cartridge type to be changed to Seperate Drum and Toner.	As per the Terms of the RFP
14	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (ii) Laser Jet Printer A4 Black and White: 25 PPM or More (Duplex Printing); Pt.4	Duty Cycle- Atleast 30000 pages per month	Duty Cycle to be changed to 15,000 pages per month	Revised Clause: Duty Cycle(Monthly): Atleast 15,000 pages per month



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15	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iii) Laser Jet Printer A4 Black and White: 35 PPM or More (Duplex Printing); Pt.2	Memory: Atleast 128 MB	RAM to be changed to 512 MB and above.	As per the Terms of the RFP
16	105	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iii) Laser Jet Printer A4 Black and White: 35 PPM or More (Duplex Printing); Pt.9	Print Quality/ Resolution Min 1200 x 1200 dpi	Print Resolutin to be changed to Upto 1200 X 1200 dpi.	As per the Terms of the RFP
17	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iii) Laser Jet Printer A4 Black and White: 35 PPM or More (Duplex Printing); Pt.13	Cartridge Type-Composite Cartridge	1) We request that both options from the industry: Composite Cartridge and Separate Drum & Toner machines to be allowed to bid; this wil enable OIC to have a better range of technology options to evaluate on. 2) If cost of ownership is a concern, we request that OIC extend the tender scope to include consumables for total cost of ownership at a particular volume requirement	As per the Terms of the RFP



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18	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iv) Laser Jet Printer A4 Black and White: 42 PPM or More (Duplex Printing); Pt.2	Memory: Atleast 256 MB	RAM to be changed to 512 MB and above.	As per the Terms of the RFP
19	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iv) Laser Jet Printer A4 Black and White: 42 PPM or More (Duplex Printing); Pt.9	Print Quality/ Resolution Min 1200 x 1200 dpi	Print Resolutin to be changed to Upto 1200 X 1200 dpi.	As per the Terms of the RFP
20	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (iv) Laser Jet Printer A4 Black and White: 42PPM or More (Duplex Printing); Pt.13	Cartridge Type-Composite Cartridge	1) We request that both options from the industry: Composite Cartridge and Separate Drum & Toner machines to be allowed to bid; this wil enable OIC to have a better range of technology options to evaluate on. 2) If cost of ownership is a concern, we request that OIC extend the tender scope to inculde consumables for total cost of ownership at a particular volume requirement	As per the Terms of the RFP
21	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (v) Laser Jet Printer A3 Black and White: 40PPM or More (Duplex Printing); Pt.1	Laser Jet Printer: A3 Black and White: 40 PPM or more (Duplex Printing)	We request that this category be opened to Multi-Function Machines; and hence, request change to (v) Laser Multi-Function Printer: A3 Black and White: 45 PPM or more (Duplex Printing).	Clarification: Bidder can also propose Multi-Function Laser Jet Printer to meet the requirements stated in the RFP



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22	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (v) Laser Jet Printer A3 Black and White: 40 PPM or More (Duplex Printing); Pt.4	Duty Cycle (Monthly) Atleast 3,00,000 pages per month	Duty Cycle to be changed to 1,00,000 pages per month as this is specific to one brand and will not have any competition.	As per the Terms of the RFP
23	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (v) Laser Jet Printer A3 Black and White: 40 PPM or More (Duplex Printing); Pt.5	Paper Tray Capacity Atleast 500 Sheets	Paper Tray Capacity to be changed to 250 Sheets+100 Sheets as this is specific to one brand and will not have any competition.	As per the Terms of the RFP
24	106	Appendix 1: Technical Specifications	Appendix 1: Technical Specifications; (v) Laser Jet Printer A3 Black and White: 40 PPM or More (Duplex Printing); Pt.9	Print Quality/ Resolution Min 1200 x 1200 dpi	Print Resolution to be changed to Upto 1200 X 1200 dpi.	As per the Terms of the RFP
25	16	Eligibility Criteria	1.6: Bidder's Eligibility Criteria; Pt.7	The Bidder should have supplied and installed at least 200 LJP's in at least 2 BFSI/ PSU/ Government sector in India in during the last 5 years.	Please confirm supply of 200 Printers LJP in single order or multiple order will be acceptable	Clarification: Bidder can submit multiple orders



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26	15	Eligibility Criteria	1.6: Bidder's Eligibility Criteria; Pt.6	The Bidder should be original equipment manufacturer (OEM) for Laser Jet Printers / authorized reseller of the Laser Jet Printers in India. In case the bidder is an Authorized partner of the OEM, Bidder has to submit the authorization letter from the OEM.	Kindly change this to- The Bidder should be original equipment manufacturer (OEM) for Laser Jet Printers / authorized reseller of the Laser Jet Printers in India. In case the bidder is an Authorized partner of the OEM, Bidder has to submit the ink signed authorization letter from the OEM specific to this bid.	As per the Terms of the RFP
27	16	Eligibility Criteria	1.6: OEM's Eligibility Criteria; Pt.11	The OEM make should have shipped minimum of 50,000 units in the financial year 2017-18 in overall laser printer Market share in INDIA.	1) Latest IDC reports are available till Q4 2018. We request The Oriental Insurance Company Limited to consider the latest 4 quarters of data (Jan' 2018 to Dec'2018 for evaluation.	As per the Terms of the RFP
28	16	Eligibility Criteria	1.6: OEM's Eligibility Criteria; Pt.11	The OEM make should have shipped minimum of 50,000 units in the financial year 2017-18 in overall laser printer Market share in INDIA.	2) The 50000 unit restricts participation to only 3 players. Other players in the market should also be considered for complete technology and commercial evaluation. We request The Oriental Insurance Company Limited to consider the minimum at 10000 units for full calendar year 2018.	As per the Terms of the RFP
29	18	Detailed Scope of Work	2.3: Detailed Scope of Work; Pt.6	The Bidder shall ensure compatibility of the hardware that they supply with the hardware and software (if any) systems being used at OICL.	Kindly specify the details of the software if any needs to be paired with Hardware	Clarification: Please refer Annexure 10: OICL Present IT Setup. Additional details shall be shared with the successful bidder



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30	33	Terms of Reference	4.33: Repeat Order	OICL may place Repeat Order against the original order for a quantity up to 50% of the original order quantity during the contract period.	Requesting you to kindly specify the timelines here	As per the Terms of the RFP
31	-	General			Tender Ref No: OICL/HO/ITD/LJP/2019/02 15.03.2019 Dated	The Tender Reference Number should be read as : Tender Ref No: OICL/HO/ITD/LJP/2019/02 Dated 20.03.2019