

Financial Bid Evaluation

(After Negotiation held on 21.01.2022)

Online tender for COMPREHENSIVE ANNUAL MAINTENANCE CONTRACT (CAMC) OF BATHY 500 SINGLE BEAM ECHO SOUNDER (SBES)

1. Online bids were called by IWAI by publishing NIT in leading newspapers, IWAI website & and CPP Portal for Comprehensive Annual Maintenance Contract (CAMC) of Bathy 500HD Single Beam Echo Sounder (SBES). In response to the NIT, 1 nos. bidder has submitted their online bids before the stipulated last date, 11.11.2021 at 1500 hrs. The details of the bidder who submitted the bid is as follows: -

1. M/s Pan India Consultants Pvt. Ltd. 105, Phase IV, Udyog Vihar, Gurgaon-122015

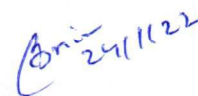
2. The duly constituted Tender Evaluation Committee (TEC) comprising of the following officers have opened the online technical bid on 12.11.2021 at 1600 hrs.: -

1. Shri P. Srinivasa, Dir. Hy
2. Shri Kishan Chand, Sr. A.O.
3. Shri Sunil Shinde, A.H.S.

3. Tender Evaluation Committee (TEC) examined the technical bid with respect to the terms and conditions and Technical & Special conditions stipulated in the tender document and based on the evaluation, the TEC observed that bidder has submitted all the requisite documents / information as per tender criteria.
4. TEC recommended to technically qualify the single bidder, i.e. M/s Pan India Consultants Pvt. Ltd., Gurgaon and to open their financial bid. With due approval of the Competent Authority, the online financial bid was opened by the TEC on 24.12.2021 at 1700 hrs. Comparative statement is at Annex-1.

5. Financial bid details of qualified bidders are as follows:

Sl. No.	Firm Name	Qty. (in nos.)	Bid Cost incl. GST (in Rs.)	Estimated Cost incl. GST (in Rs.)	Percentage	Remarks
1.	M/s Pan India Consultants Pvt. Ltd., Gurgaon	16	20,76,800	19,91,840	4.265 % higher than the estimated cost	L1


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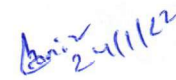
6. After evaluation of the financial bid, TEC observed that the M/s Pan India Consultants Pvt. Ltd., Gurgaon has quoted the BID price of Rs. 20,76,800/- (incl. GST) for CAMC of 16 nos. Bathy 500 Single Beam Echo Sounder, which is 4.265% higher than the estimated cost of Rs. 19,91,840/- (incl. GST) and accordingly TEC recommends to negotiate on quoted price with the single bidder M/s Pan India Consultants Pvt. Ltd., Gurgaon.
7. With due approval of the Competent Authority, negotiation was held with the bidder on 21.01.2022 by TEC. On negotiation, bidder agreed to reduce the quoted unit price of for CAMC of Echosounder by Rs. 6,000/-.
8. Financial bid details of qualified bidders after negotiation are as follows (Annex-1):

Sl. No.	Firm Name	Qty. (in nos.)	Bid Cost incl. GST (in Rs.)	Estimated Cost incl. GST (in Rs.)	Percentage	Remarks
Before Negotiation	M/s Pan India Consultants Pvt. Ltd., Gurgaon	16	20,76,800	19,91,840	4.265 % higher than the estimated cost	L1
After Negotiation	M/s Pan India Consultants Pvt. Ltd., Gurgaon	16	19,63,520	19,91,840	1.422 % lesser than the estimated cost	L1

9. After evaluation of the financial bid after negotiation, TEC observed that the M/s Pan India Consultants Pvt. Ltd., Gurgaon has quoted the BID price of Rs. 19,63,520/- (incl. GST) for CAMC of 16 nos. Bathy 500 Single Beam Echo Sounder, which is 1.422% lesser than the estimated cost of Rs. 19,91,840/- (incl. GST) and accordingly TEC recommends to award the work to M/s Pan India Consultants Pvt. Ltd., Gurgaon.


(Shri Sunil Shinde)
A.H.S.


(Shri Kishan Chand)
Sr. A.O.


(Shri P. Srinivasa)
Dir. (Hy.)

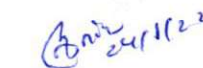
COMPARATIVE STATEMENT OF PRICE BIDS : TENDER NO. IWAI-15017/29/2021-AHS, Opened on 24.12.2021**CAMC OF BATHY 500 SINGLE BEAM ECHO SOUNDER**

(After Negotiation held on 21.01.2022)

SL #	DETAILS	Quantity	UNIT ESTIMATED COST	TOTAL ESTIMATED COST	(Amount in Rs.) Before Negotiation	(Amount in Rs.) After Negotiation
					M/s Pan India Consultants Pvt. Ltd. 105, Phase IV, Udyog Vihar, Gurgaon-122015	M/s Pan India Consultants Pvt. Ltd. 105, Phase IV, Udyog Vihar, Gurgaon-122015
1	Basic price (CAMC of Bathy 500 Single Beam Echo Sounder as per Scope of Work including supply of Hardware, Software and Training)				Rs. 1,10,000.00	Rs. 1,04,000.00
2	GST				Rs. 19,800.00	Rs. 18,720.00
3	Unit cost including all taxes & charges etc.		Rs. 1,24,490.00		Rs. 1,29,800.00	Rs. 1,22,720.00
16nos. – (Located at IWAI Farakka, Sahibganj, Patna, Varanasi, Prayagraj, Guwahati & Vijayawada offices)						
4	Total cost for 16 nos. CAMC of Bathy 500 Single Beam Echo Sounder including all taxes & charges etc.	16		Rs. 19,91,840.00	Rs. 20,76,800.00	Rs. 19,63,520.00
5	Variation w.r.t. total estimated price (Rs.)				Rs. 84,960.00	-Rs. 28,320.00
6	Percentage of variation w.r.t. total estimated price				4.265%	-1.422%
7	Status				L-1	L-1
TEC RECOMMENDATIONS			Recommended to Award the work on negotiated rate			


24/02/2022
(SUNIL SHINDE)
A.H.S.


(KISHAN CHAND)
SR. A.O.


(P. SRINIVASA)
DIR. (HY.)

RE: Negotiation on rate offered in respect of Tender (Tender ID: 2021_IWAI_652718_1) for "Comprehensive Annual Maintenance Contract (CAMC) of Bathy 500HD Single Beam Echo Sounder (SBES)" -reg.

From : ambrishupadhyay@panindiagroup.com
Subject : RE: Negotiation on rate offered in respect of Tender (Tender ID: 2021_IWAI_652718_1) for "Comprehensive Annual Maintenance Contract (CAMC) of Bathy 500HD Single Beam Echo Sounder (SBES)" -reg.

Fri, Jan 21, 2022 06:54 PM
1 attachment

To : Sunil Shinde <sshinde@iwai.gov.in>

Cc : P Srinivasa <psriniwas@iwai.gov.in>, Rajiv Singhal <rsinghal.iwai@nic.in>, Sr. Accounts Officer <kchand@iwai.gov.in>, Sonu Singhal <ssinghal@iwai.gov.in>, vivekbansal@panindiagroup.com, vibhorgoel@panindiagroup.com

Dear Sir,

Thank you for your mail.

We are pleased to offer our best price for **Comprehensive Annual Maintenance Contract (CAMC) of Bathy 500HD Single Beam Echo Sounder (SBES)**. Our revised offer is enclosed with this mail.

Request you to consider it as our final offer price for above mentioned work.

We are looking forward for your valuable purchase order at earliest.

Thanks & Regards
Ambrish Upadhyay
Engineer (Techno-Commercial)
Mob. +91 9793916240

Pan India Consultants Pvt. Ltd.
#105, Phase-IV, Udyog Vihar, Gurgaon-122015.
Haryana-India
www.panindiagroup.com

From: Sunil Shinde <sshinde@iwai.gov.in>

Sent: 20 January 2022 14:42

To: Pan India Sales <paie@panindiagroup.com>; Vibhor Goel <vibhorgoel@panindiagroup.com>

Cc: P Srinivasa <psriniwas@iwai.gov.in>; Rajiv Singhal <rsinghal.iwai@nic.in>; Sr. Accounts Officer <kchand@iwai.gov.in>; Sonu Singhal <ssinghal@iwai.gov.in>

Subject: Negotiation on rate offered in respect of Tender (Tender ID: 2021_IWAI_652718_1) for "Comprehensive Annual Maintenance Contract (CAMC) of Bathy 500HD Single Beam Echo Sounder (SBES)" -reg.

Sir,

With reference to the subject cited above, please find attached letter dated 20.01.2022.

Details of the meeting are as follows:

IWAI is inviting you to a scheduled Zoom meeting.

Topic: Negotiation on rate for Tender of CAMC of Bathy 500HD Single Beam Echo Sounder

Time: Jan 21, 2022 11:30 AM India

Join Zoom Meeting

<https://zoom.us/j/91981670224?pwd=NDI4cVUvRmJQS3B0YXNyZ1dTcFBBdz09>

Meeting ID: 919 8167 0224

Passcode: KEc1k5

Thanks & Regards

Sunil Shinde
AHS
IWAI, Noida
Mob.: 9300001810


24/02/2022


24/1/22


24/1/22



PAN INDIA CONSULTANTS PVT. LTD.

SALES DEPARTMENT

CORPORATE ADDRESS : 105, PHASE IV, UDYOG VIHAR, GURGAON-122015, HARYANA, INDIA
PHONES : +91 124 4300950, 4013954, **FAX :** +91 124 2346646, 2342880, **CIN -** U74899DL1985PTC021177
e-mail : paie@panindiagroup.com **URL:** www.panindiagroup.com

Ref No: PIE-239/Tender/2021-22/77

January 21, 2022

To,

The Hydrographic Chief,
Inland Waterways Authority of India,
A-13, Sector – 1, Noida - 201 301,
District: - Gautam Budh Nagar (U.P.)

Sub: Submission of Final/Negotiated Price

Ref:

1. Tender No. IWAI-15017/29/2021-AHS dated 14/10/2021
2. PNC Meeting held on 21 January 2022

Dear Sir,

With reference to the above, we are pleased to submit our final price as per below:

Quoted Unit Price (INR)	Discounted Unit Price (After Negotiation) (INR)	Units	Total Price without GST (INR)	GST @18% (INR)	Total Price (Including Tax) (INR)
1,10,000.00	1,04,000.00	16 Nos.	16,64,000.00	2,99,520.00	19,63,520.00

Rupees Nineteen Lakh Sixty Three Thousand Five Hundred Twenty Only

We are looking forward for your valuable purchase order.

Yours faithfully,
for PAN INDIA CONSULTANTS PVT. LTD.



Vibhor Goel
Sr. Manager

[Handwritten signature]
24/02/2022

[Handwritten signature]
24/1/22

[Handwritten signature]
24/1/22

REGD. OFFICE: OFFICE NO. 1, D-4, COMMERCIAL AREA, VASANT KUNJ, NEW DELHI-110070, INDIA
PHONES: +91 11 26137657, 26137659, 26899952, 26899962, 26132214 **FAX:** +91 11 26138633