

Process Meta Data

File Number

IPE/KDMIPE/GEOSCIENCE-RESEARCH-GRP/GEOCHEM-DIV/2026/MBRL/2722702

Subject

Procurement of 05 year Non-comprehensive AMC for Fluorescence microscope (2026-2031)

Value(in INR)

368,423.78

Proposal For

Service

PR Document Type

SRV-RC/QC/LSTK

Old Reference File Number

Set Priority

Priority

Medium

Tender Number

ZM3NS26004

Type Of Tender

Tendering System

Subject

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Office Note / Green Sheet

1.

Mr. Kushagra Jain, DGM (F&A)

2.

Ms Nidhi Verma, Manager (Chemistry)

B.

Background of the case:

In the earlier, difference between the sanctioned amount and the bid offer received i.e., 15.77% was on higher side, the rates offered by OES were not considered as reasonable.

Hence, as per comment from finance it is proposed that negotiations are carried out with OES for arriving at reasonable rates for the procurement. Approval for carrying out negotiations was obtained from competent authority (L-I) under clause 13.2.9 (i) of SCM manual. Consequently PEC was constituted as per Clause 13.2.1 (iv) and 9.2.2 (i).

Subsequently, bidder (OES, M/s DHR Holding India Pvt Ltd) was contacted for nominating a company representative (along with letter of authority for negotiation) for the proposed negotiation meeting vide email dated 24/06/2026. However, bidder was not able to nominate a representative for the negotiation due to delays for internal reasons at bidder's end. Subsequent to original request for nomination from OES, 3 reminders were sent to bidder up to 06.07.2026 requesting nomination and completing negotiations as soon as possible. Thereafter, negotiation meeting was held on 08.07.2026, with L-1 bidder representative – Mr. Anurag Kumar, over call at 15:00 hrs against tender no. ZM3NS26004 after receiving confirmation for negation from bidder. The mails correspondence with the bidder is attached at annexure-9. Approval for carrying out negotiation post 7 working days of original approval was also obtained on 08.07.2026 from competent purchase authority (L-II).

C.

Following was deliberated during the meeting:

1.

The rate quoted by bidder (OES-M/s DHR Holding India Pvt Ltd) for the NC- AMC of Fluorescence Microscope, against the tender was ₹ 4, 26,542.86 (considering annual escalation of 10% on the rates of LPR and 5% yearly increment) which was 15.77% higher than the sanctioned amount of ₹ 3,68,423.73 and hence found unreasonable. .

2.

Possibility of keeping rates fixed for five years after initial increment of 10% was explored with the bidder representative, such that the total NC-AMC rates come to ₹3,85,960.82.

3.

The bidder representative made a counter offer of ₹ 3,98,930.23 for the proposed NC-AMC of 5 years for Fluorescence Microscope, at varying yearly incremental rates for five years. Annual increments of the salaries of the service engineers was the reason given by the bidder representative for not able to keep the rates fixed throughout the AMC period.

4.

The counter offered rate of ₹ 3,98,930.23 (Rupees three lakh ninety eight thousand nine hundred and thirty and twenty three paise only) is 6.47% lower than the original bid offer of ₹ 4, 26,542.86.

Original bid offer quoted by bidder (OES): ₹4,26,542.86

Counter rate offered by bidder (OES), after negotiation representative

Cost reduction: ₹ 27,612.63 = 6.47% from original bid offer

5.

Comparison between sanctioned and rate quoted by the bidder is as under:

RATES OF FIVE YEARS NC-AMC FOR FLUORESCENCE MICROSCOPE , MBERL											
Rates as per original bid offer received against the tender							Rates as per revised offer after negotiations				
Sr. No.	Description	Basic Price per visit (INR)	18% age of GST	Amount of GST	Total no. of visits required per year	Total Amount required per year (INR)	Basic Price per visit (INR)	18% age of GST	Amount of GST	Total no. of visits required per year	Total Amount required per year (INR)
		(A)	(B)	(C)	(D)	(E)=[(A+C) x D]	(A')	(B')	(C')	(D')	(E')=[(A'+C') x D']
1	1 st Year AMC Charge	₹ 32,709.00	18	₹ 5,887.62	2	₹ 77,193.24	31,222.35	18	5,620.02	2	₹ 73,684.74
2	2 nd Year AMC Charge	₹ 34,344.50	18	₹ 6,182.01	2	₹ 81,053.02	32,783.46	18	5,901.02	2	₹ 77,368.97
3	3 rd Year AMC Charge	₹ 36,062.00	18	₹ 6,491.16	2	₹ 85,106.32	34,094.79	18	6,137.06	2	₹ 80,463.72
4	4 th Year AMC Charge	₹ 37,865.00	18	₹ 6,815.70	2	₹ 89,361.40	35,117.64	18	6,321.17	2	₹ 82,877.63
5	5 th Year AMC Charge	₹ 39,758.00	18	₹ 7,156.44	2	₹ 93,828.88	35,819.99	18	6,447.60	2	₹ 84,535.17
	Rupees Four Lakh Twenty-Six Thousand Five Hundred Forty-Two Rupees and Eighty-Six Paise only					₹4,26,542.86	Rupees Three lakh ninety eight thousands nine hundred thirty and twenty three paise only				₹3,98,930.23

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Medium

Tender Number
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Type Of Tender
Tendering System

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0	Year AMC Charges	35,130.00	10	7,130.44	2	35,020.00	35,010.59	18	0,447.00	2	04,330.17
	Rupees Four Lakh Twenty-Six Thousand Five Hundred Forty-Two Rupees and Eighty-Six Paise only					₹4,26,542.86	Rupees Three lakh ninety eight thousands nine hundred thirty and twenty three paise only				₹3,98,930.23

6. In view of above, PEC opine that more attempt of negotiation shall not reduce the rate further and the revised rate of **₹3,98,930.23** (Rupees Three lakh ninety eight thousands nine hundred thirty and twenty three paise only) is reasonable.

Following a successful round of negotiation, revised quotation no. Leica/Delhi/AK/KDMIPE-GEOCHEM/008 dated 08/07/2026 was received through mail from OES (M/s DHR Holding India Pvt. Ltd.) with revised rates of ₹ 3,98,930.23 (Rupees three lakh ninety eight thousand nine hundred and thirty and twenty three paise only), same as was agreed during the negotiation meeting with PEC members. The revised offer for proposed 05 year NC-AMC of Fluorescence Microscope obtained from bidder/OES (M/s DHR Holding India Pvt. Ltd. is attached at annexure-10.

D. Approval/Recommendations:

1. PEC recommends to seek approval from CPA under 24.1(b) of BDP for approval-to place NOA to DHR Holding India Pvt Ltd, Chennai, for "Non-comprehensive Annual Maintenance Contract (AMC) for 05 (five) years for Fluorescence Microscope" for duration of Five years starting from the date of acceptance of NOA at financial implication of ₹3, 98,930.23 (Rupees Three lakh ninety eight thousands nine hundred thirty and twenty three paise only) under tender terms and conditions.

2. In view of the above, financial concurrence and expenditure sanction of addition amount of ₹ 30, 506.46 (Thirty thousand five hundred six and forty six paise only) may be taken from competent authorities for placement of the NOA to bidder.

Case value: ₹ ₹3,98,930.23

Type of case: Service contract with OES

Applicable clause for approval for placement of order: 24.1 (b) of BDP 2015 (updated)

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Case value: ₹ ₹3,98,930.23

Type of case: Service contract with OES

Applicable clause for approval for placement of order: 24.1 (b) of BDP 2015 (updated)

Submitted for approval of PEC members.

Mr. Kushagra Jain

DGM (F&A)

Ms Nidhi Verma

Manager Chemistry

Forwarded & Electronically Signed by :
YASHWANT SINGH YADAV - 137355 (Sr.Chemist)
KDMIPE GEOCHEMISTRY DIVISION - IPE
On:09/07/2026(15:15:17)

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Set Priority
Priority Medium
Tender Number ZM3NS26004
Type Of Tender

Minutes for PEC meeting for negotiation for offered rates for 5 years NC-AMC of Florescence Microscope, held on 08.07.2026, are noted and approved.
Forwarded & Electronically Signed by : NIDHI VERMA - 125441 (Suptdg. Chemist) KDMIPE GEOCHEMISTRY DIVISION - IPE On: 09/07/2026(15:32:02)
Agreed for Recommendations at Point D above.
Forwarded & Electronically Signed by : KUSHAGRA JAIN - 95691 (Dy.General Manager (F & A)) REGIONAL CONCURRENCE I-DELHI - DELI On: 09/07/2026(15:49:10)

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RAMESHWAR PRASAD KULDEEP - 46774 (Ch.General Manager (F & A)) CORP REG. FINANCE SUPPORT & CONCURR-DEL - DELI On: 14/07/2026(11:02:39)
Concurred and PR 2090066477 amounting to Rs.398,930.23 released at C4 level under BDP clause 10.2.
Forwarded & Electronically Signed by : CAPT SHAILENDER KASHYAP - 68897 (Ch.Manager (F & A)) DEHRADUN FINANCE PRE AUDIT - DEHR On: 14/07/2026(15:24:14)

Signature Not Verified

Digitally signed by RAHUL BAMNIA
Date: 2026.07.16 11:58:08 IST
Location: eProcurement System for Central PSUs

