

All Bidders

Amendment -VI

Subject: Outsourcing of Laundry Services for the Hiring and Laundering of Linen for a period of 6 months and more for the Emergency and Super Speciality Block , Safdarjung Hospital, New Delhi.

IFB No. : HSCC/SES/Laundry/Safdarjung/2018 dated 21.03.2018

This has reference to above IFB.

The following Amendment may be noted which shall be treated as part of the tender document and to be submitted duly signed & stamped along with tender.

Sr. No.	Bidders Queries	Reply
1	<p>Page 10, General Terms and Conditions: Clause Number 36 states that, "The bidder should not have incurred any loss in the last three years ending 31st March 2017. This should be duly certified by a Chartered Accountant".</p> <p>The above clause makes the contract totally non-inclusive for new entrants that have made big investments in this business to bring Indian hospital Laundry at par with international standards. To make the contract more inclusive we will suggest that while this clause may be retained for all companies that may be 5 years or older, there needs to be an addition of either/or clause to this clause which permits new companies with big investment to be able to participate in the tender.</p> <p>We would request that for a new company like ours and given our investment size of more than 100 crores for this plant, it is not feasible for such companies to be in profit in such a short span. I would request this be taken in consideration while there is still some time for applying for the tender. Though we have a turnover of more than 30 crores a year in just the 3rd year of operation, given our amortisation of the huge assets that we have put in the plant we will not be able to be in Net-Profit for some time.</p>	<p>Tender terms and conditions prevail.</p>
2	<p>Page number 3: Schedule-A: Clause 8 of this schedule requires the contract to be executed within 10 days of the intimation of the acceptance of the rates. We had raised this issue in the pre-bid meeting that this is a very short duration to source the linen that is required to be provided to Safdarjung as per Table 2, page number 31 and 32 of the tender document.</p> <p>On raising this issue, Shubhram was requested by the tender committee to provide the linen specification that it currently uses for</p>	<p>From the notification of award date to further 29 days bidder can provide available linen.</p> <p>From 30th date from notification of Award bidders have to provide</p>

	<p>its other clients as per international norms and the linen that it can provide to Safdarjung Hospital at a shorter notice keeping in mind the urgency of the start of the service. Please find these details attached as Appendix 1. These linen items and their specifications are more readily available and can be provided to Safdarjung hospital at a shorter notice. The specifications provided in the tender Table 2 on page 31 and 32 cannot be provided at such a short notice and hence the contract cannot be executed as per the other condition (Page number 3: Schedule-A: Clause 8) of the tender.</p> <p>We will suggest that of the tender need to be executed at such a short notice then the committee need to take in consideration the linen that is readily available. Also, given the short nature of the tender, we will want that these linen specifications, as suggested in Appendix 1 of this mail, be retained for the life of the award of this tender.</p>	<p>the linen as specified in tender specification.</p>
3	<p>Table 3, Page 33: Bill of Quantity Required per day: we are not very sure how the figures provided in this table have been arrived at. Some of the requirements do not appear to be correct on the face value and we will suggest a thorough analysis be done to arrive at the daily requirement of the linen of various types for this tender.</p> <p>For instance, there is a requirement of 4000 bedsheets (seven colours) for this tender on a daily basis. We are not very sure if this is a correct daily requirement of daily use or is the number representing some other way of calculating the daily PAR stock required by the hospital. The hospital need to share with us how these numbers have been arrived at so that we can understand how much dirty linen is generated per day that will form the basis of the number of pieces of each type of linen that it will be required to wash and will also need to procure 5 times that amount to keep an adequate PAR stock at the hospital as well at the plant.</p> <p>Specifically, as mentioned in point 2 above, it is not possible to provide coloured bedsheets of seven colour at such a short notice and we will suggest that for this particular trial tender, this provision be omitted so that services can be started at the earliest with readily available linen.</p>	<p>The requirement of 2600 bed sheets on daily basis of a single colour. Therefore seven colours (2600 each colours) for seven days will be required.</p> <p>In case of Bed sheets, five PAR is not required as different colour sheet is to be put on each day of the week.</p>
4	<p>As per point no.1 & 5 on Page no.14 under Scope of Works & responsibility you have asked existing setup of laundry service providers providing linen rental services to bid which is restricting other vendors to bid as its a new concept and it will make tender non-competitive.</p> <p>We are engaged in offering laundry service including linen rental throughout India, but currently we are not providing linen rental service in Delhi but we have got the expertise & experience to execute your requirement. Hence, we request you to modify the qualification criteria to include laundry service</p>	<p>Tender terms and conditions prevail as amended earlier.</p>

	providers.	
5	As per point no.2 (Annexure-II) Page-37 starting of services in 15 days from award of contract is impractical and involves manufacturing & supply of linen as per Table -3 on Page no.34 , which takes time for production, hence we request you to provide minimum 45 days for starting the services from date of award.	From the notification of award date to further 29 days bidder can provide available linen. From 30 th date from notification of Award bidders have to provide the linen as specified in tender specification.
6	Opening date and time through e-Tendering for the above referred tender is at 15:30 Hrs on 09.05.2018.	The current date of tender submission is extended till 30.05.2018.

The bid submission date is extended from 23.05.2018 to 30.05.2018 and bid security should be valid for 180 days from the date of original bid submission ie. from 18.04.2018.

All other terms & conditions remain unchanged.

Chief General Manager, HSCC (I) Ltd.
For and behalf of Medical Superintendent, Safdarjung Hospital, New Delhi

