



**Proceeding of the Tender Committee meeting held on 18.09.2020**  
**for Negotiation of Financial bids**

Name of Work : System Integrator for Design, Development, Implementation and 5 years Operation & Maintenance of Intelligent Solid Waste Management System for Patna Municipal Corporation Area under Smart City Mission.

NIT No.: 1/MD/PSCL/2020 dated 10.08.2020

**Members Present in the meeting:**

1. Shri Himanshu Sharma, Managing Director, PSCL
2. Shri Devendra Prasad Tiwari, Chief Executive Officer, PSCL
3. Shri Sudhir Kumar Sahu, Chief General Manager, PSCL
4. Shri Pravind Kumar Singh, Chief Finance Officer, PSCL
5. Shri Sangeet Kumar, Manager (Technical), PSCL

1. The Tender Committee which held its meeting earlier on 16.09.2020 had declared M/s Techinfy Solutions Pvt. Ltd. as the lowest Bidder, however, the Tender Committee had also recommended to call the L1 bidder for negotiation, as the quoted cost was found to be 6.93% above the estimated BOQ cost of Rs. 12,61,61,154/-. Accordingly, a letter No. 2875 dated 16/09/2020 was written to M/s Techinfy Solutions Pvt. Ltd. requesting to attend before the Tender Committee for negotiation of rates on 18/09/2020.

2. On 18/09/2020 the representative of the lowest Bidder M/s Techinfy Solutions Pvt. Ltd., attended the negotiation meeting in the forenoon and after protracted deliberations vide letter dated 18/09/2020 (copy enclosed) offered to reduce the rates of three CAPEX items as follows:

SI No	Items	Unit	Earlier quoted rate	Revised Rate after Negotiation
1	QR code on all properties in PMC area	No.	88.64	85.74
2	Hand Held mobile devices	No.	12672.00	11551.30
3	Wall Mounted biometric device	No.	32709.60	26734.00

3. In view of the above reduction in cost the CAPEX cost got reduced from Rs.7,97,68,749/- to Rs.7,69,89,739/-. The details of reduction by Rs. 27,79,010/- is tabulated overleaf:

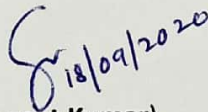
*(Handwritten signatures)*


Sl. No.	Items	Quantity	Difference cost	Reduction in cost by
1	QR code on all properties in PMC area	3,40,000	2.90	9,86,000.00
2	Hand Held mobile devices	1,200	1120.70	13,44,840.00
3	Wall Mounted biometric device	75	5975.60	4,48,170.00
			<b>Reduction by-----&gt;</b>	<b>27,79,010.00</b>

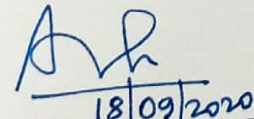
4. The Tender Committee computed the revised offer which works out as follows:

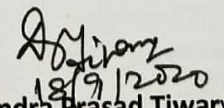
- **CAPEX Rs 7,69,89,739/-** (reduced from earlier Rs 7,97,68,749/-)
- **OPEX Rs 5,51,31,251/-** (unchanged) which is 41.73% of total cost.
- **Total Cost: Rs 13,21,20,990/-**

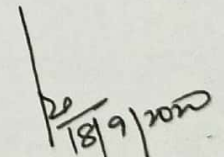
5. The Tender Committee agrees with the negotiated rates and accordingly recommends to award the work of System Integrator for Design, Development, Implementation and 5 years Operation & Maintenance of Intelligent Solid Waste Management System for Patna Municipal Corporation Area under Smart City Mission to M/S Techinfy Solutions Pvt. Ltd at **Rs 13,21,20,990/- (Thirteen Crores Twenty One Lakhs Twenty Thousand Nine Hundred Ninety only)**, which is 4.72% above the estimated BOQ cost of Rs 12,61,61,154/- but well within the Administrative Approval of Rs 13,28,00,000/- (as communicated vide UD&HD Sankalp No. 2261 dated 05/10/2017).

  
 (Sangeet Kumar)  
 Manager (Technical)

  
 (Pravind Kumar Singh)  
 Chief Finance Officer

  
 (Sudhir Kumar Sahu)  
 Chief General Manager

  
 (Devendra Prasad Tiwary)  
 Chief Executive Officer

  
 (Himanshu Sharma)  
 Managing Director

18-09-2020

To,  
The Managing Director  
Patna Smart City Limited  
5<sup>th</sup> Floor, Biscomaun Tower,  
Patna,  
Bihar - 800001

**Sub : Negotiation in respect of NIT No. 01/MD/PSCL/2020 dt. 10-08-2020**

**Project Ref : Design, Development, Implementation and 5 years Operations & Maintenance of Intelligent Solid Waste Management System for Patna Municipal Corporation Area**

Dear Sir,

We thank you for providing us an opportunity for negotiation in respect of NIT No. **01/MD/PSCL/2020 dt. 10-08-2020** for Design, Development, Implementation and 5 years Operations & Maintenance of Intelligent Solid Waste Management System for Patna Municipal Corporation Area. After deliberations and looking into the benefits attributable to Patna Municipal Corporation Area on account of this project, we offer to reduce our rates in respect of the following CAPEX items:

Item	Unit	Unit Rate inclusive of Taxes (Amount in Rs.)
QR Code on all properties in PMC area	Nos	85.74
Handheld Mobile Devices	Nos	11,551.30
Wall mounted Biometric Device	Nos	26,734.00

We trust, you will find above rates in order and most competitive, more so because due to restrictions imposed on imports from some neighbouring countries during COVID - 19 times the rates are heading northwards.

Thanking you.

Yours truly,

Gopal Kumar Gupta  
Chief Revenue Officer  
Techinfy Solutions Pvt. Ltd.



18/09/2020

18/09/2020