

# Clarifications to Pre-bid Queries

**F. No. HQ-22011(18)/1/2022-LOG-HQ (Computer No.6656)**

**RFP for Printing and Dispatch of ‘Aadhaar Documents’**

**Reply to Pre-Bid Queries Raised by the Bidders**

**Bid Number: GEM/2022/B/2152868 dated 05/05/2022**

(Purchaser makes no representation or warranty as to the completeness or accuracy of any response made in good faith)

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
1	Page 19, Part-II, Data Sheet, Point 7.	EMD BG Amount – Rs. 3.29 Crores.	EMD is issued only for the purpose of Security Deposit only for a 6 Months Period post which PBG is to be issued by the successful bidder and since this amount is way high for the purpose to be met, we request you to reduce it to Rs. 1.50 Crores or Rs. 1.65 Crores max.  Also please share UIDAI Bank Account Details for BG Issuance Purpose, it is asked for by BG Issuing Bank.	Pl refer corrigendum part attached herewith for revised criteria for EMD amount and validity period thereof.  <b><u>Bank details of UIDAI</u></b> Account Name – UIDAI Bank – CANARA BANK Branch – DELHI PARLIAMENT STREET A/C no – 1098214000043 IFSC – CNRB0001098
2	Page 20, PQC Point No. 2	Average annual turnover of at least Rs. 82.25 Crore (Rupees Eighty Two Crore Twenty Five Lakh) from the <b>core printing operation within India only</b> , during the previous three financial years i.e. years (2018-	Please amend it as --- Average annual turnover of at least Rs. 82.25 Crore (Rupees Eighty Two Crore Twenty Five Lakh) from the <b>variable data printing operation within India only</b> , during the previous three financial years i.e. years (2018-19, 2019-20 and 2020-21).	Pl refer corrigendum part attached herewith for revised criteria for Average Annual Turnover amount.

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
		19, 2019-20 and 2020-21).	This is required as Variable Data Printing is the main requirement of the Project, also to keep it in line with Technical Scoring Point No. 2.1.	
3	Page 24, Technical Scoring Point No. 2.1	Value of SINGLE successfully “completed” OR “completed part of the ongoing” <b>variable data printing in multiple languages projects</b> during last five years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (Annexure XI) (i) >= Rs 40 Cr but < Rs 50 Cr  (ii) >= Rs 50 Cr but < Rs 80 Cr  (iii) >= 80 Cr	Please amend it as --- Value of SINGLE successfully “completed” OR “completed part of the ongoing” <b>variable data printing projects</b> during last five years awarded by Government/PSUs/ Autonomous bodies/Banks as on 31.03.2021: (Annexure XI) (i) >= Rs 40 Cr but < Rs 50 Cr (ii) >= Rs 50 Cr but < Rs 80 Cr (iii) >= 80 Cr.  This is required to keep it inline with PQC Point No. 6.	Pl refer corrigendum part attached herewith for revised criteria
4	Page 72, 6.1 Payment for Services,  Point F	The Purchaser shall make the payment within <b>45 days of receiving the invoice from the PSP, subject to reconciliation process of Delivered and not delivered Letters/articles.</b>	Please amend it as --- The Purchaser shall make the payment within <b>30 days of receiving the invoice from the PSP.</b>  Above is requested since it cannot be subject to reconciliation process of Delivered and not delivered Letters / Articles as the Letters / Articles are being picked-up for delivery by Logistics Partners (India Post Franking / India Post Speed Post Service / Private Courier Service) chosen by UIDAI only on UIDAI’s account and the responsibility of the PSP ends at handover of printed & franked Letters / Articles (Franked only in case the PSP is required to do the Franking also basis UIDAI’s instructions) to	As per RFP

<b>Sl. No.</b>	<b>Reference/ Page No. in the RFP</b>	<b>Existing provisions in RFP</b>	<b>Clarifications sought by bidders</b>	<b>Clarifications issued by UIDAI</b>
			UIDAI decided Logistics Partner. Also the above is a Standard Industry Practice that the Payment of Printing & Delivery Partners is not linked if the works are done by different companies.	
5	Page 19, Part-II, Data Sheet, Point 7.	EMD amount of Rs 3.29 Crore	We are under the assumption that the EMD amount of Rs 3.29 Crore is on the higher side. Exemption was given to the MSEs only. We request you to extend the same exemption for the Medium Enterprises also as the similar practice is being implemented in a few other PSU tenders. Else, please review and reduce the EMD amount to 1.00 Crore.	Pl refer corrigendum part attached herewith for revised criteria
6	PART-II: DATA SHEET: TABLE 1. CRITERIA FOR PRE-QUALIFICATION: Clause No. 6: Page No. 21	The bidder must have successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/ Autonomous Bodies of the following values as on 31.03.2021 (a) one project costing not less than Rs 80 Crore Or (b)Two projects costing not less than Rs 50 Crore each Or (c) Three projects costing not less than Rs 40 crore each.	We are under the assumption that the values of the Completed/ Ongoing Projects required as the Past Experience are very high. Other than the Aadhaar project, there are no other nation wide projects which are of the same volume and value with the paper as the substrate. Moreover, the pandemic situation badly affected the businesses across the globe and the turnovers during the FY 2020-2021 were very low as majority of the businesses were impacted due to the lockdown conditions. We request you to consider these facts, review and revise the projects values as per the below. (a) one project costing not less than Rs 30 Crore Or (b)Two projects costing not less than Rs 20 Crore each Or (c) Three projects costing not less than Rs 10 crore each.	Pl refer corrigendum part attached herewith for revised criteria.
7	Volume Allocation to PSPs:		Keeping in view of the volume of the Aadhaar Documents, we request you to select and award the contract to at least three PSPs. The ratio of	As per RFP

<b>Sl. No.</b>	<b>Reference/ Page No. in the RFP</b>	<b>Existing provisions in RFP</b>	<b>Clarifications sought by bidders</b>	<b>Clarifications issued by UIDAI</b>
	SECTION-I PART-II: INTRODUCTION: Clause No. 6: Page No. 4		allocation may be 40:30:30 or 45:30:25 or 50:30:20.	
8	Bid Document	--	We understand from the Pre-Bid meeting discussions that we have to follow the UIDAI's RFP Document for submitting the Bid Response. Please advice.	You are requested to submit detail documents as per the RFP/corrigendum and clarifications issued thereof by UIDAI
9	Page: 4 Clause No. 6 SECTION-I PART-II: Introduction	This "Request for Proposal (RFP)" [RFP used interchangeably with Tender] document is therefore intended to invite bids from reputed and reliable companies for "Printing and Dispatch of Aadhaar Documents". UIDAI intends to on board two (2) PSPs for printing and Dispatch of Aadhaar Documents and providing other services to residents of India.	Keeping in view of the volumes (47 Crores Aadhaar Documents), we request you to onboard three (3) PSPs to encourage and provide the equal opportunity to all the three PSPs.	As per RFP
10	Page: 21 Clause No. 6 PART-II: DATA SHEET: TABLE 1. Criteria For	The bidder must have successfully "completed" OR "completed part of the ongoing" variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/	UIDAI's project is the only project which is serving/ catering the entire nation. As such, this is the only largest project in terms of volumes and project value. Additionally, due to the pandemic during the financial year 2020-21, the revenues were very less in all the projects.	Pl refer corrigendum part attached herewith for revised criteria.

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
	Pre-Qualification	Autonomous Bodies of the following values as on 31.03.2021 (a) one project costing not less than Rs 80 Crore Or (b) Two projects costing not less than Rs 50 Crore each Or (c) Three projects costing not less than Rs 40 crore each.	As per the RFP (2% EMD basis), the estimated cost of the project will be approximately Rs 164.50 Cores. The L1 bidder's share in the project cost will be about Rs 98.70 Crores. During the contract period of three years, average annual project cost will be about Rs 32.90 Cores.  We request you to kindly consider this and amend the projects costs as per the below in order to allow more bidders and for a fair competition.  "(a) One project costing not less than Rs 40 Crore Or (b) Two projects costing not less than Rs 30 Crore each Or (c) Three projects costing not less than Rs 15 crore each.	
11	Page: 24 Clause No. 2.1 TABLE 2. TECHNICAL EVALUATION CRITERIA	Average Annual Turnover from the <b>variable data printing</b> operations within India only, during the previous three financial years (2018-19, 2019-20 and 2020-21): (Annexure X)	Average Annual Turnover from the <b>core printing operation</b> within India only, during the previous three financial years (2018-19, 2019-20 and 2020-21): (Annexure X).	Pl refer corrigendum part attached herewith for revised criteria.
12	Page: 24 Clause No. 2.2 TABLE 2.	Value of SINGLE successfully "completed" OR "completed part of the ongoing" <b>variable</b>	Value of SINGLE successfully "completed" OR "completed part of the ongoing" <b>variable data printing and barcode projects</b> during last five	Pl refer corrigendum part attached herewith for revised criteria.

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
	TECHNICAL EVALUATION CRITERIA	<b>data printing in multiple languages projects</b> during last five years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (Annexure XI)	years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (Annexure XI).	
13	Page No.26 Point # 2.	<b>SELECTION OF SERVICE PROVIDERS :</b> The lowest rate L1, received from a qualified bidder will be treated as the “Discovered Rate” after Reverse Auction (RA) process concluded as per GeM portal guidelines.	Our understanding is L1 will be selected from Reverse Auction (RA) process ONLY which will be conducted after selecting eligible/technical bidder & not from the closed price bid which will be submitted while closing the RFP process. Please confirm.	Yes.
14	Page No.27 Point # 6. B.	<b>SELECTION OF SERVICE PROVIDERS:</b> In case of a tie among 3 or more bidders at L1 level, no further bid will be considered for L2. Bidder with highest technical score will be considered as L1 and next to highest Technical Scorer will be considered as L2. Rest will be treated as L3 and so forth.	As per this clause, whether job will be awarded to 2 (Two) bidders or 3 (Three) bidders?	2 (Two) bidders only
15	Page No.30 Section – III Scope Of Work Part-1 General	This work is expected to be distributed across 2 (two) printing firms in the ratio of 60:40 (L1 will be allocated 60 % of the total volume and L2 will get rest of the 40%)	As the volume is almost double in comparison with last RFP (47 Crore compared to 24 Crore Aadhaar documents), we request you to please consider distributing the work to 3 (Three) printing firms in the ratio of 50:30:20 (L1 will be allocated 50 % of the total volume, L2 will get the 30% of the total volume and L3 will get rest	As per RFP

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
			of the 20%) similar to RFP floated in 2016 for printing & dispatch of 40 Crore Aadhaar document.	
16	Page No.3	As per GeM-Bidding-3374758 document– 8. Reverse Auction would be conducted amongst all the technically qualified bidders except the Highest quoting bidder. The technically qualified Highest Quoting bidder will not be allowed to participate in RA. However, H-1 will also be allowed to participate in RA in following cases:	1) With this clause, UIDAI stand to miss one potential technically qualified bidder and possible competition under RA. Request to consider removing this clause since the L1 will be discovered using Reverse Auction. 2) Alternately, request to consider the elimination H-1, only if quoted price is more than 40% higher compared to the average quoted prices of all technically qualified bidders.	This clause is as per the provisions in GeM.
17	Page No.131 APPENDIX-G	BANK GUARANTEE FOR EMD	Request to share the bank details (i.e., IFSC code & Bank Account Number) for issuing the bank guarantee. Since our banker needs to send SFMS from the issuer bank to the beneficiary which is mandatory as per the new guidelines	Account Name – UIDAI Bank – CANARA BANK Branch – DELHI PARLIAMENT STREET A/C no – 1098214000043 IFSC – CNRB0001098
18	Page 19	BANK GUARANTEE FOR EMD	Please clarify whether we need to submit the EMD (Bank Guarantee as per RFP format (Appendix G) or as per GEM format for Bank Guarantee.	EMD (Bank Guarantee) of revised amount of Rs 2 Crore to be submitted as per the GeM format with EMD validity period upto 20.12.2022.
19	Page 21 Point No.5	Should have and ‘Installed capacity’ of not less than five lakh per day in printing, enveloping and handling of	Considering this point – “This work is expected to be distributed across 2(two) printing firms in the ratio of 60:40 (L1 will be allocated 60% of the total volume and L2 will get rest of the 40%)	As per RFP

Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
		similar letters and delivery at the designated point(s)	<p>AND</p> <p>Each Service Provider is expected to have the ability to ramp up by 25% to 40% more per day printing capacity than the existing capacity within 4 weeks and 8 weeks of intimation of the same by UIDAI.</p> <p>Based on the L1 volume, the L1 vendor will get around three lakh cards per day, where he requested capacity is 5 lakh per day. Since the spare capacity will come as an additional cost, request to please reduce the installed capacity to three lakhs per day, which will also help the UIDAI to get better price rather than keeping idle capacity for additional volume with the bidder.</p>	
20	Page No. 30	This work is expected to be distributed across 2 (two) printing firms in the ratio of 60:40 (L1 will be allocated 60% of the total volume and L2 will get rest of the 40%).	Present scarcity of paper shortage / etc. & huge volume for the project, please distribute the work to three printing firms.	As per RFP
21	Page 120	Specification of Envelope: 3 Colour – Both sides 4 colour variable printing.	Our understanding is, here both side refers to front & back AND not the inner & outer side of envelope. Please confirm.	As per RFP - Specification of Envelope: 3. <i>Colour – Both sides 4 colour printing, i.e front &amp; back side of envelop</i>
22	Page No.20 Sl. No.2	Average annual turnover of at least <b>Rs 82.25 Crore</b> (Rupees Eighty Two Crore Twenty Five Lakh) from the core printing operation within India only,	Average annual turnover of at least <b>Rs 50.00 Crore</b> (Rupees Fifty Crore) from the core printing operation within India only, during the previous three financial years i.e. years (2018-19, 2019-20 and 2020-21).	Pl refer corrigendum part attached herewith for revised criteria.



Sl. No.	Reference/ Page No. in the RFP	Existing provisions in RFP	Clarifications sought by bidders	Clarifications issued by UIDAI
		during the previous three financial years i.e. years (2018-19, 2019-20 and 2020-21).		
23	Page No.21 Sl. No.6	The bidder must have successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/Autonomous Bodies of the following values as on 31.03.2021 (a) one project costing not less than <b>Rs 80 Crore</b> Or (b)Two projects costing not less than <b>Rs 50 Crore</b> each Or (c) Three projects costing not less than <b>Rs 40 crore</b> each.	The bidder must have successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/Autonomous Bodies of the following values as on 31.03.2021 (a) one project costing not less than <b>Rs 20 Crore</b> Or (b)Two projects costing not less than <b>Rs 12 Crore</b> each Or (c) Three projects costing not less than <b>Rs 10 crore each.</b>	Pl refer corrigendum part attached herewith for revised criteria

# Corrigendum

**F. No. HQ-22011(18)/1/2022-LOG-HQ (Computer No.6656)**

**RFP for Printing and Dispatch of Aadhaar Documents**

**Bid Number: GEM/2022/B/2152868 dated 05/05/2022**

**(Purchaser makes no representation or warranty as to the completeness or accuracy of any response made in good faith.)**

<b>Sl. No.</b>	<b>Reference/ Page no. in RFP</b>	<b>For Existing provisions in RFP</b>	<b>Read As</b>
<b>1</b>	<b>GeM Bid Number: GEM/2022/B/2152868 dated 05/05/2022</b>	<b>Bid end date/time : 30-05-2022 / 17:00:00</b>	<b>Bid end date/time : 22-06-2022 / 17:00:00 Prospective Bidders are also requested to submit original instruments of EMD, Aadhaar Letter Samples and soft copy of presentation etc. as per RFP by 12.00.00 Hrs. of 21-06-2022</b>
<b>2.</b>	<b>Section II- Instructions to Bidders- Para 7 Page 13 and Data Sheet Para 3.2 Page 18 of RFP document</b>	<b>EMD Validity period and amount</b>	<b>EMD shall be valid upto 180 days from bid submission end date (22-06-2022) i.e. upto 20-12-2022  Prospective Bidders are also requested to submit original instruments of EMD, Aadhaar Letter Samples and soft copy of presentation etc. as per RFP by 12.00.00 Hrs. of 21-06-2022</b>
<b>3.</b>	<b>Section II- Instructions to Bidders- Part-II: Data Sheet SI No. 7, Page 19 of RFP document</b>	<b>EMD Amount is Rs. 3.29 crore (Rupees Three crore Twenty Nine Lakhs Only) as per GeM guidelines</b>	<b>EMD Amount is Rs. 2 crore (Rupees Two crore Only) as per GeM guidelines</b>
<b>4.</b>	<b>Section III (Page 32-38) and Section IV Para 6.1 of RFP document</b>	<b>Pincode wise sorting</b>	<b>In the RFP document, please read ‘Pincode wise sorting’ as ‘Pincode/Hub wise sorting’ in ‘Section III- Part 1-Scope of Work-Para 5 and 11’</b>

Sl. No.	Reference/ Page no. in RFP	For Existing provisions in RFP	Read As
			and in ‘Section IV- Part1- General and Special Conditions- Para 6.1 Payments to PSPs’
5.	Section II- Instructions to Bidders- Part-III: Eligibility Criteria Page. 20	<b>Pre-Qualification Criteria no. 2 –Rs 82.25 Crore</b> (Rupees Eighty Two Crore Twenty Five Lakh) from the core printing operation within India only, during the previous three financial years i.e. years (2018-19, 2019-20 and 2020-21)’	<b>to be read as:-</b> ‘Average annual turnover of at least <b>Rs 70 Crore</b> (Rupees Seventy Crore) from the core printing operation within India only, during the previous three financial years i.e. years (2018-19, 2019-20 and 2020-21)’
6.	Section II- Instructions to Bidders- Part-III: Eligibility Criteria, Pre-Qualification Criteria no.6 Page. 21	<b>Pre-Qualification Criteria no.6</b> – ‘The bidder must have successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/Autonomous Bodies of the following values as on <b>31.03.2021</b> (a) one project costing not less than <b>Rs 80 Crore</b> Or (b)Two projects costing not less than <b>Rs 50 Crore</b> each Or (c) Three projects costing not less than <b>Rs 40 crore</b> ’	<b>to be read as:-</b> ‘The bidder must have successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/Autonomous Bodies of the following values as on <b>31.03.2021</b> (a) one project costing not less than <b>Rs 45 Crore</b> Or (b)Two projects costing not less than <b>Rs 30 Crore</b> each Or (c) Three projects costing not less than <b>Rs 20 crore</b> ’ each
7.	Buyer Added Bid Specific ATC-In Buyer uploaded ATC document	<b>Bid Number: GEM/2022/B/2080980</b>	<b>To be read as:-</b> <b>Bid Number: GEM/2022/B/2152868</b>
8.	Section II- Instructions to Bidders- Part-III: Eligibility Criteria, Table 2. Technical Qualification Criteria:- Sl. No. 2.1.	<b>Table 2. Technical Qualification Criteria:- Sl No. 2.1</b> Average Annual Turnover from the variable data printing operations within India only, during the previous three financial years (2018-19, 2019-20 and	<b>To be read as:-</b> Average Annual Turnover from the <b>Core printing operations within India only</b> , during the previous three financial years (2018-19, 2019-20 and 2020-21): (Annexure X) (i) <b>&gt;= Rs 70 Cr but &lt; Rs 100 Cr</b>

Sl. No.	Reference/ Page no. in RFP	For Existing provisions in RFP	Read As
	Page.24 of RFP Document	2020-21): (Annexure X) (i) >= Rs 82.25 Cr but < Rs 120 Cr (ii) >= Rs 120 Cr but < Rs 140 Cr 12 (iii) > = 140 Cr	(ii) >= Rs 100 Cr but < Rs 120 Cr (iii) > = 120 Cr
9.	Section II- Instructions to Bidders- Part-III: Eligibility Criteria, Table 2. Technical Qualification Criteria:- SL.No. 2.2 Page.24 of RFP document	<b>Table 2. Technical Qualification Criteria:- Sno. 2.2</b> Value of SINGLE successfully “completed” OR “completed part of the ongoing” variable data printing in multiple languages projects during last five years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (Annexure XI) (i) >= Rs 40 Cr but < Rs 50 Cr (ii) >= Rs 50 Cr but < Rs 80 Cr (iii) > = 80 Cr	<b>To be read as:-</b> Value of SINGLE successfully “completed” OR “completed part of the ongoing” variable data printing and barcode project(s) during last five years awarded by Government/PSUs/Banks/Autonomous bodies as on 31.03.2021: (Annexure XI) (i) >= Rs 20 Cr but < Rs 30 Cr (ii) >= Rs 30 Cr but < Rs 45 Cr (iii) > = 45 Cr
10.	Section II- Instructions to Bidders- Part-III: Eligibility Criteria, Table 2. Technical Qualification Criteria:- Sl. No. 2.3 Page.24 of RFP document	<b>Table 2. Technical Qualification Criteria:- Sno. 2.3</b> Number of successfully “completed” OR “completed part of the ongoing” variable data printing projects (Value >=Rs 40 Cr) during last five years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (i) 1 – 3 (ii) 4 – 7 (iii) > 7	<b>To be read as:-</b> Number of successfully “completed” OR “completed part of the ongoing” variable data printing projects (Value >=Rs 20 Cr) during last five years awarded by Government/PSUs/Autonomous bodies/Banks as on 31.03.2021: (i) 1 – 3 (ii) 4 – 7 (iii) > 7