


PURCHASE-SS/NS(S&CS)

PNC Minutes of Meeting with M/s. CONNECTIVITY IT SOLUTIONS PVT. LTD.

Date: 30.11.2024

PNC Participated by:

Representing from: M/s BEL			REPRESENTING FROM: M/S. CONNECTIVITY IT SOLUTIONS PVT. LTD.	
SL No	Name	Position/ Signature	Name	Position/ Signature
1	Mr. Selvaraju R, AGM-P-SS	Chairman, PNC	Venkat rajan	Director
2	Mr. Aravinda G, DGM-PUR-SS	Member, PNC	Ashwini gopal	Head-Customer Experience.
3	Mr. Anish Titus , DGM- SSI	Member, PNC		
4	Mr. Shiv Kumar, DGM-F	Member, PNC		
5	Mr. Neeraj kumar, MGR -PUR-SS	Member, PNC		

BID DETAILS:

Bid No: 7000461557

Bid No: 7000461557

SL NO	Bid No	Description	Activity unit (AU)	Quoted Unit price (INR)	Total quoted price (INR)
1	7000461557	AMC of Cisco VCS & VoIP H/W for 2024-25	1	50,12,500.0	50,12,500.0
2		AMC of Cisco VCS & VoIP H/W (2025-July 26	1	50,12,500.0	50,12,500.0
Total Quoted Price in INR					1,00,25,000.0

PNC held on 27.11.2024:

BEL PNC insisted vendor to accept LD & Cancellation Clause, Rejection Clause, Repeat order clause as per BEL standard terms and conditions. The vendor agreed for the above clauses as per BEL standard terms and conditions.

Subsequently, BEL PNC initiated the discussion with clarifications on technical requirements; supplier has confirmed all the technical requirements are as per BEL requirement.

Further, the following points were discussed regarding the price and other commercial terms and conditions.


Ashwini

Payment terms: The quoted payment terms is "Z537/Net 30 days (With in 30 days after receipt at BEL).But BEL PNC did not accept this and insisted Vendor to accept the payment terms as per RFQ that is "Half yearly payment, 90 % within 30 days from the date of Completion of service and subject to service entry and acceptance at BEL Bengaluru. Remaining 10% against submission of PBG for 10% of invoice value valid for warranty period +3 months.

Work completion & acceptance certificate duly signed by BEL competent authority (head of indenting Dept.: SSI/NS-1 -BEL)

Vendor has to raise the invoice only after obtaining work completion & acceptance certificate from BEL competent authority & submit the same along with invoice for claiming the payment

Please note that work completion & acceptance certificate should contain below data mandatorily to avoid delay in payment:

A) BEL PO number

B) Work start clearance issued date

C) Work completion & accepted date

D) Ink sign & seal of BEL competent authority (head of indenting Dept.: SSI/ns-1 -BEL)".

But vendor regretted to accept half yearly payment and requested BEL PNC to agree for quarterly payment and Submission of PBG for 3% of PO value, which is in-line with previous order. BEL PNC agreed for the same. The mutually agreed Payment terms is as follows,

"Quarterly payment within 30 days against certification from indenter and submission of PBG for 3 % of the PO value covering warranty period plus 3 months."

AMC period: : Initially, BEL PNC mentioned that as AMC period for proposed service activity will start from the date of placement of this PO and will be up to July 2026. But vendor mentioned that, as the existing AMC was up to March 2024, hence insisted for AMC to start from April 2024. But BEL PNC did not agree and mentioned that as the number of failures during this period is very minimal and insisted vendor to absorb without any financial implication. But Vendor did not agree.

Further discussion on AMC period was deliberated during the discussion on price aspect.

SLA (Service level agreement) TAT (Turnaround time): The vendor agreed for the SLA (Service level agreement) TAT (Turnaround time) as per the BEL requirement as follows,

Tier/Class Location	Supplier accepted TAT
Tier 1/NC3I Sites, IMAC & DR	1 SBD (Single Business day)
Tier 2/ NC3I Sites	2 BD (Two Business day)
Tire 3/ Island NC3I Sites.	3 BD (Three Business day)

Price: Initially, BEL PNC mentioned that the escalation is very high compared to BEL estimates and insisted vendor to provide considerable discount over quoted prices. In response vendor expressed

Signature - BEL PNC committee	
Mr. Selvaraju R, AGM-P-SS	Mr. Aravinda G, DGM-PUR-SS
Mr. Anish Titus, DGM- SSI	Mr. Shiv Kumar, DGM-F
Mr. Neeraj Kumar, MGR -PUR-SS	

Signature - Vendor
Venkat rajan, Director
Ashwini gopal, Head-Customer Experience



that, the items for which AMC to be provided, are already reached EOL and obsolescence. These are all hard to find spares. The cost of spares is increasing and availability of the items cannot be guaranteed. Hence these spares to be procured in advance for the smooth execution of AMC order. The vendor further stated that, the items on site are relatively very old. The chances of failures are more and though valuation of the spares is more, the reasonable price has been quoted and further discount is not possible.

After multiple rounds of discussion, Vendor mentioned that as a special case, they will absorb cost for repairing the faulty items occurred during April 2024 to December 2024 and requested BEL to place the order for this proposed AMC by Jan 2025, so that AMC can start from January 2025 onwards. The vendor mentioned that AMC period will be 19 months instead of 24 months from Jan 2025 till July 2026. Hence for the 1st year of AMC, pricing can be revised considering AMC period of 7 months instead of 12 months and for 2nd year price will be the same.

Vendor offered revised price as follows,

SL NO	Description	Revised Unit price (INR)
1	1st Year (1st Jan 2025 to 31st July 2025)	29,23,958.0
2	2nd Year (1st August 2025 to 31st June 2026)	50,12,500.0
Total revised price after negotiation (INR)		79,36,458.0

Vendor mentioned that this is the best and final offer provided the AMC starts from Jan 2025 and will be up to July 2026 and mentioned that further discount on price is not possible and requested BEL PNC to accept the price.

As vendor is not in a position to offer further price reduction, PNC agreed to propose the same to BEL Management for approval and the PNC is concluded. PO will be released subject to BEL Management approval.

The PNC concluded prices are as given below,

The FNE concluded prices are as given below;					
SL NO	Bid No	Description	Activity unit (AU)	Revised unit price (INR)	Revised total price (INR)
1	7000461557	AMC of Cisco VCS & VoIP H/W (Jan 2025 - July 25)	1	29,23,958.0	29,23,958.0
2		AMC of Cisco VCS &VoIP H/W (Aug 2025- July 26)	1	50,12,500.0	50,12,500.0
Total Revised Price in INR after Negotiation (INR)					79,36,458.0

Signature - BEL PNC committee

Mr. Selvaraju R,
AGM-P-SS

Mr. Aravinda G,
DGM-PUR-SS

Mr. Anish Titus,
DGM-SSI

Mr. Shiv Kumar,
DGM-F

Mr. Neeraj Kumar,
MGR-PUR-SS

Signature - Vendor

Venkat rajan,
Director

Ashwini gopal,
Head-Customer Experience.



	9) Vendor has to submit Invoice along with number of complaint closed and pending. SSI Work completion will be issued accordingly. Suitable LD will be levied based on pending complaints.	
AMC period	AMC to start from 1st Jan 2025 till 31st July 2026. 1) First year : 01.01.2025 to 31.07.2025 2) Second year : 01.08.2025 to 31.07.2026 Non-working modules from 01 April 2024 to 31 December 2024 will be absorbed without any financial implications.	
Acceptance criteria	Based on Work completion & Acceptance certificate authorized by head of indenting dept : SSI/NS-1 -BEL, UD will be given by BEL-QANS1.	
SLA (Service Level Agreement) & TAT (Turnaround time)	Tier/Class Location	Supplier accepted TAT
	Tier 1/NC3I Sites, IMAC & DR	1 SBD (Single Business day)
	Tier 2/ NC3I Sites	2 BD (Two Business day)
	Tire 3/ Island NC3I Sites.	3 BD (Three Business day)
	LD will be deducted on pending complaints beyond Above SLA.	
Warranty terms	Material / equipment supplied should be free from any defects arising from faulty material, design or workmanship and should be guaranteed for quality / satisfactory performance, for a minimum period of the warranty will be up to the AMC period. During this guarantee period, if any defects develop arising from faulty material design or workmanship, you shall remedy such defects at his own cost. If it becomes necessary, the supplier should replace any defective portion of the goods or replace the material/ equipment as a whole without any extra cost to BEL.	
Force Majeure Clause	As per RFQ	
LD & Cancellation Clause	As per RFQ	
Rejection Clause	As per RFQ	
Repeat Order Clause	As per RFQ	
Counterfeit Clause	As per RFQ	

*****END OF REPORT*****

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Mr. Anish Titus, DGM- SSI	Mr. Shiv Kumar, DGM-F
Mr. Neeraj Kumar, MGR-PUR-SS	

Signature - Vendor
Venkat rajan, Director
Ashwini gopal, Head-Customer Experience



Other agreed terms and conditions:

TERMS	SRM Quote from <u>M/S. CONNECTIVITY IT SOLUTIONS PVT. LTD.</u>	Negotiated Terms & conditions.
Inco-terms	DDP/BANGALORE	FOR - Destination Sites.
Payment terms	Z537/Net 30 days (Within 30 days after receipt at BEL)	Quarterly payment within 30 days against certification from indenter and submission of PBG for 3% of the PO value covering warranty period plus 3 months. Please enclose signed copy of invoice along with the consignment.
Taxes & duties	09% CGST & 09% SGST deductible or as applicable at the time of dispatch.	09% CGST & 09% SGST deductible or as applicable at the time of dispatch Note: 1. Basic invoice value will be released as per the terms of payment and GST amount will be released only after the same is reflected in BEL GST portal (GSTR2B) and taxes are paid by the supplier to the govt. 2. Costs including interest and penalty incurred by BEL due to non payment & non-reporting of taxes in the govt portal, by the supplier, will be recovered from the supplier.
Scope of work	<p>1) AMC support for comprehensive maintenance of Cisco Video Conferencing System (44nos) and VoIP phones (700nos) network equipment of NC3I project at 51 location. NC3I Location name and address attached at Annex-B.</p> <p>2) Comprehensive AMC includes Serviceability of NC3I Cisco network equipment with network uptime of 99.9 %.</p> <p>3) Cisco hardware failure complaint will be registered by BEL Resident engineers from any NC3I Node (listed in Annex-B) to the vendor provided phone number/email id. Vendor must provide logged case id and expected date of closure complaint (EDC) by email.</p> <p>4) Once defect reported, vendor must position suitable rep to the reported NC3I site with required spares as per agreed SLA.</p> <p>5) Vendor must stock pre requisite spares of network equipment as mentioned above, to provide earliest possible resolution of defect reported.</p> <p>6) Post Complaint closure, Service report signed by customer/ BEL rep has to be shared to SSI Dept., Naval systems BEL Bangalore.</p> <p>7) All Cisco devices (including cables) of NC3I will be part of CAMC contract, except Cisco Telepresence Monitor. All Codecs will be part of CAMC support.</p> <p>8) Preventive maintenance (PM) of all Cisco hardware of NC3I project must be carried out on half yearly basis. In case of delay, vendor must seek prior permission from SSI NS(S&CS) in writing.</p>	

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