

भारतीय प्रबंध संस्थान सम्बलपुर
Indian Institute of Management Sambalpur
Pre-Bid Clarifications

Name of the work: Operation & Maintenance Services (Manpower, Consumables & Tools) for IIM Sambalpur Campus.			
Ref: Tender No- IIMSBP/2026-27/RP/34 Date- 24/07/2026			
Date of Pre-Bid Meeting: 31/07/2026 at 11:00 Hrs			
Sl. No.	Details of Clause as per NIT	Query Raised / Ammendment Requested	IIM Sambalpur Committee Reply
1	Total Count of Manpower mentioned at the bottom of the table is 109 Nos.	Total Count of Manpower mentioned at the bottom of the table is 109 Nos. but the summation of the manpower count mentioned in the table is 111 Nos. Mismatch in Manpower count, kindly clarify	The observation is noted. The total manpower count mentioned at the bottom of the Manpower Deployment Chart shall be corrected from 109 Nos. to 111 Nos.
2	Sl. No. 1 to 10 of the table under 'Professional Skill Category', the quantity per month is mentioned as "1"	Sl. No. 1 to 10 of the table under 'Professional Skill Category', the quantity per month is mentioned as "1" but for all other categories, the quantity per month is mentioned based on actual man-days. Mismatch in Manpower count, kindly clarify	The Professional Skill Category manpower at Sl. No. 1 to 10 shall be considered as 1 No. per month for each position, as these personnel are engaged on a monthly basis and their deployment is not calculated based on daily man-days. In case of any discrepancy in the manpower count, the actual/corrected count shall be considered and incorporated accordingly.
3	Bidder needs to provide Financial Figures up to 31-March-2026 (FY 2025-26)	For us, Financial Figures for FY 2025-2026 are awaited from our auditors, can we provide Financial Figures for previous Five (05) Years from FY 20-21 to FY 24-25	Accepted. In case the audited financial statements for FY 2025-26 are not available, the bidder may submit the financial figures for FY 2025-26 based on un-audited financial statements (with declaration), along with the financial figures and audited financial statements for the preceding five (05) financial years from FY 2020-21 to FY 2024-25.
4	Similar O&M Experience (Annual Gross Value): The bidder shall have experience of successfully executing at least one (01) Similar O&M service (as defined in the Tender) having an annual gross value of not less than ₹2.90 Crore. For the purpose of evaluation under this criterion, only one eligible Similar O&M Work having the highest annual gross value shall be considered. The bidder shall clearly indicate the relevant reference, page number(s), and supporting document(s) in the Technical Bid for ease of evaluation.	Request to consider the Similar O&M Experience Value against a Single Contract Basis instead of Annual Basis	The Similar O&M Experience shall be evaluated based on the Total Agreement/Contract Value instead of the Annual Gross Value. Accordingly, the Total Agreement/Contract Value shall be considered for evaluation.
5	For the purpose of this Tender, "Similar O&M Services" shall mean Operation & Maintenance services successfully executed for Institutional campuses, particularly of Central Government Institutions of National Repute, such as, IIMs, IITs, IISc, IISERs, NISERs, NITs, AIIMS, NLU, and similar Government Institutions.	Considering the wide variety of Services mentioned in the NIT, it is very difficult to cater 50% of them in a single order from any Central Govt. Educational type Institutes, request you to consider eligibility based on compliance to 10% - 15% service types	The eligibility criteria for Similar O&M Services shall be revised accordingly. The revised provision shall be incorporated through corrigendum.
	Similar O&M Services shall include of the following services, and the bidder must have performed 50% of the following services in a fully operational campus:	Request to consider eligibility in case the bidder has compliance to 50% of service types mentioned in the NIT in any other Central Govt. Institute of equal importance in a single contract	The sub-clause shall remain unchanged.

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6	New Query requested other than NIT Clause	Successful bidder can engage a qualified and competent sub-agency who will only be responsible to pay the salary and other statutory payment of the deputed personnel while the primary bidder remains solely responsible for overall project execution, quality of services, safety compliance all statutory compliance and all responsible for contractual obligations.	The engagement of a qualified and competent sub-agency for deployment of personnel may be permitted with the prior approval of the Engineer-in-Charge, while the Successful Bidder shall remain solely responsible for all contractual obligations, quality of services, safety, statutory compliance, and overall execution of the work.
7	New Query requested other than NIT Clause	Employees not coming under ESIC, what type of Social Security (like Medical Benefits etc.) need to be considered by the bidder and how it will be reimbursed to the bidder by IIM Sambalpur	For employees not covered under ESIC, provision of appropriate medical/health insurance benefits, as applicable, shall be within the scope and responsibility of the Agency. No separate reimbursement towards such medical/insurance benefits shall be made by the Institute.
8	New Query requested Physically	We kindly request you to consider extending the bid submission due date for the O&M tender to provide sufficient time for bidders to complete the necessary documentation and submit a comprehensive and competitive bid.	The request for extension of the submission deadline has been noted. Any decision regarding the extension, if approved, shall be communicated through a corrigendum on the CPP Portal and the Institute's website. Bidders are advised to regularly check the portal for updates.
9	Submission of a hard copy of the Technical Bid documents, if any, is optional and may be sent by courier, speed post or by hand to the Institute for reference purposes only within the prescribed bid submission timeline. Such hard copy submission shall not substitute or supplement the mandatory online submission, and only the documents uploaded on the e procurement portal shall be considered for bid evaluation.	Is it mandatory to submit hard copies of all tender-related documents, or is submission of the documents in soft copy sufficient?	Submission of hard copies is not mandatory. The bidder may also submit hard copies of the tender-related documents for reference purposes. However, only the documents uploaded on the e-procurement portal shall be considered for bid evaluation.
10	New Query requested other than NIT Clause	Consumables items are included or any reimbursement is there:	A separate list of consumable items along with the price details is provided in the Tender Document. The payment/reimbursement shall be regulated as per the provisions specified therein.
11	New Query requested other than NIT Clause	Extension of BID Submission due date.	The request for extension of the submission deadline has been noted. Any decision regarding the extension, if approved, shall be communicated through a corrigendum on the CPP Portal and the Institute's website. Bidders are advised to regularly check the portal for updates.
12	Total Count of Manpower mentioned below of the table is 109 Nos.	Total Count of Manpower mentioned below of the table is 109 Nos. but the manual addition results in 111. Manpower count is not matching, kindly confirm which one to consider	The observation is noted. The total manpower count mentioned at the bottom of the Manpower Deployment Chart shall be corrected from 109 Nos. to 111 Nos.
13	Sl. No. 1 to 10 in the table, per month quantity is "1"	Sl. No. 1 to 10 in the table, per month quantity is "1" but for rest, per month quantity actual count of man-days. Manpower count is not matching, kindly confirm which one to consider	The Professional Skill Category manpower at Sl. No. 1 to 10 shall be considered as 1 No. per month for each position, as these personnel are engaged on a monthly basis and their deployment is not calculated based on daily man-days. In case of any discrepancy in the manpower count, the actual/corrected count shall be considered and incorporated accordingly.

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Sl. No.	Details of Clause as per NIT	Query Raised / Ammendment Requested	IIM Sambalpur Committee Reply
14	The Bidder shall have an average annual financial turnover of not less than ₹ 10 Crore (Rupees Ten Crore only) during the last three (03) consecutive financial years, ending on 31.03.2026.	Request to consider turnover up to 80% of Tender Ceiling Value i.e. INR 2.9 Crore	The Bidder shall have an average annual financial turnover not less than the estimated cost of the tender during the last three (03) consecutive financial years ending on 31.03.2026.
15	New Query requested other than NIT Clause	What type medical facilities are to be considered for people our of ESIC slab	For employees not covered under ESIC, provision of appropriate medical/health insurance benefits, as applicable, shall be within the scope and responsibility of the Agency. No separate reimbursement towards such medical/insurance benefits shall be made by the Institute.
16	The Bidder must have satisfactorily completed similar O&M services under a single agreement during the last seven (07) years, meeting the prescribed eligibility criteria based on 40%, 60% or 80% of the estimated contract value.	It is requested that the qualifying value of Similar O&M Work under Clause 6.2.2 may kindly be revised by considering the estimated contract value as ₹1.50 Crore instead of the present estimated contract value of approximately ₹3.64 Crore. Accordingly, the eligibility criteria under the three alternatives may also be revised proportionately, i.e., three similar completed O&M works each costing not less than 40% of ₹1.50 Crore (₹60.00 Lakh), or two similar completed O&M works each costing not less than 60% of ₹1.50 Crore (₹90.00 Lakh), or one similar completed O&M work costing not less than 80% of ₹1.50 Crore (₹1.20 Crore). This relaxation would enable participation of a larger number of experienced O&M agencies that have successfully executed similar institutional maintenance contracts, thereby promoting wider competition, ensuring better price discovery, and providing the Institute with a broader pool of technically competent bidders without compromising the quality of services.	The existing eligibility criteria under Clause 6.2.2 shall remain unchanged.
17	Bidder must have performed 50% of the listed services in a fully operational campus.	It is requested that the requirement of performing 50% of the listed services may kindly be reduced to 10–20%. In practice, Civil, Electrical, HVAC, Fire Fighting, Plumbing, STP/WTP and Horticulture services are generally awarded under separate contracts. Hence, the existing requirement unnecessarily restricts participation of competent O&M agencies.	The eligibility criteria for Similar O&M Services shall be revised accordingly. The revised provision shall be incorporated through corrigendum.
18	Similar O&M Services are restricted to Central Government Institutions of National Repute.	It is requested that the definition may also include State Government Institutions, Government Universities, Autonomous Bodies, PSUs and reputed Private Universities/Institutions/Corporate Campuses. Since the contract is primarily manpower-based O&M, the nature of work remains substantially similar across these organizations.	The existing definition of Similar O&M Services shall remain unchanged.
19	Average annual financial turnover of not less than ₹10 Crore during the last three financial years.	It is requested that the minimum average annual financial turnover requirement may kindly be reduced from ₹10 Crore to ₹5 Crore considering the annual value of the contract, thereby encouraging wider participation while maintaining financial capability.	The Bidder shall have an average annual financial turnover not less than the estimated cost of the tender during the last three (03) consecutive financial years ending on 31.03.2026.

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20	Technical evaluation is based on the Annual Gross Value of one similar O&M work.	It is requested that technical evaluation may kindly be carried out based on the Total Agreement/Contract Value instead of only the Annual Gross Value, as multi-year O&M contracts better reflect the bidder's execution capability.	The Similar O&M Experience shall be evaluated based on the Total Agreement/Contract Value instead of the Annual Gross Value. Accordingly, the Total Agreement/Contract Value shall be considered for evaluation.
21	Technical marks are awarded for turnover starting from ₹10 Crore.	If the eligibility turnover is revised to ₹5 Crore, it is requested that the turnover slabs for technical evaluation may also be revised accordingly with proportionate marks, ensuring consistency between eligibility and evaluation.	The existing sub-clause shall remain unchanged.
22	Technical marks are awarded based on permanent manpower strength starting from 50 employees registered under EPF/ESIC.	It is requested that the minimum manpower strength criterion may kindly be revised to 15 employees on the payroll registered under EPF/ESIC instead of 50 employees. This would allow wider participation without affecting execution capability.	The manpower strength criterion shall be revised as follows: 15–74 Nos.: 4 Marks; 75–149 Nos.: 6 Marks; and 150 Nos. & above: 10 Marks, with supporting documents in Form-6.