

PARTY-WISE QUERIES & ALIMCO REPLY AGAINST EOI FOR INDUSTRY 4.0 INCLUDING 3D PRINTING

Please refer to your suggestion/ feedback on the EOI Ref. PT/EOI/01/BA, dated 27/10/2022. The point wise reply of the relevant suggestion/ feedback is given below:

S.No	Queries	ALIMCO Remarks
1	The company's equipment should adhere to the standards of the Government of India's Make in India Initiative.	ALIMCO is looking forward to set up a State of the Art Infrastructure for the Global Market, hence Global Standards shall be adhered to.
2	The vendor's installation base or services in the area of empowering individuals with disabilities should receive favourable media coverage.	Not relevant for the EOI
3	The bidder must have completed at least 5/7 installations of the system being offered in a dedicated Prosthetic and Orthotics/Limbs centre.	Shall be studied further and if required may be considered in the RFP/ tender
4	The 3D printer OEM must enter into a contract with an Indian OEM for the supply of all consumables. This will prevent the import of raw materials, ensuring continuous service availability without interruption and pricing stability	Shall be in line with the Government guidelines and Industry Best Practises.
5	The vendor should have a track record of offering services in rural India. People with disabilities are being empowered, and technology and equipment are being installed throughout rural India. The vendor should not have any pending payment/enquiry against them from any government department	Shall be studied further and if required may be considered in the RFP/ tender
6	The company's technology shall be such that all components/raw materials to be used in the equipment provided for the fabrication of orthosis and prosthesis should be 100% Made in India, so that there is no reliance on foreign manufacturers to deliver services to disabled persons. The Vendor should give an undertaking for the availability of all spares and consumables of the system from Indian origin to be compliant with MII directives	ALIMCO is looking forward to set up a State of the Art Infrastructure for the Global Market, hence Global Standards shall be adhered to.
7	The bidder must have at least three such prosthetic limb manufacturing centres in India that are operating satisfactorily.	This is not relevant since it is ALIMCO that shall undertake manufacturing of the assistive devices.
8	The bidder must have at least 100 employees in the Prosthetics Orthotics field/rehabilitation sector on their payroll directly/on a subcontract basis for at least one year prior to the filing of the EOI.	Shall be studied further and if required may be considered in the RFP/ tender
9	The bidder should provide evidence of having worked in a similar capacity before or provided rehabilitation services to atleast 1000 beneficiaries or minimum have 500 installations across India for different technologies	The project deals with not only prosthetics / orthotics but many new products ranges of assistive devices using 3D Printing Technology as well as innovations under Industry 4.0. Hence, not relevant.
10	The technology given should be operational in a government setting for at least 10/15 years in the field of disability empowerment/health sector. Any technology that has not been used in a government setting for at least ten years should not be evaluated.	The EoI Calls for innovations in Industry 4.0 including 3D printing which is an emerging technology with disruptive applications, hence legacy issues don't apply here.
11	The bidder should include a cost per limb/orthosis as well as a competitive price for manufacturing each orthosis & prosthesis using the technology provided	Shall be studied further and if required may be considered in the RFP/ tender
12	The technology being provided should enable quick fabrication and allow for the production of at least 5-6/ 8-10 prosthetics (artificial limbs) in a single 8-hour shift.	The EoI clearly states its vision for Indian / Global Market not only for prosthesis / orthosis but also for other devices / IoT devices hence the final BOQ of ALIMCO shall be decided keeping in mind its future plan and not limited to the current market for Divyang Products.
13	Corporation to provide a relaxation in the requirement of 15 Cr for the past 3 Financial Years	As per the EOI
14	Corporation to consider expanding their portfolio of digitally fabricated devices to custom insoles, spinal braces like thoracic lumbar spinal orthosis and even cranial orthotics	The EOI already cover the same.
15	The bid should include a detailed breakdown of the costs involved in providing the prosthetics and orthotics	Not relevant for the EOI

16	The bid should clearly states what percentage of the total cost of the devices will be borne by the vendor	Not relevant for the EOI
17	The bid should explain why the vendor believes he can offer a better product than those currently available	Not relevant for the EOI
18	The bid should contain a clear description of the training and support systems that the vendor will put in place and level of supervision that the vendor will provide to his staff	Shall be studied further and if required may be considered in the RFP/ tender
19	The bids should describe the quality control measures that the vendor will implement	Shall be studied further and if required may be considered in the RFP/ tender
20	The bids should make clear how much money the vendor will earn and expects to save if the project is successful	Not relevant for the EOI
21	The vendor must have total work orders atleast worth 60 Crores in the sector of Empowerment of people with disabilities from Govt. Deptt.	Not relevant for the EOI
22	The participant should have a net worth/shareholds fund of atleast 50 Crores with certified documents	Not relevant for the EOI
23	CAD CAM system is the best technology for your application of manufacturing properly fitting orthoses, prostheses, and rehabilitation aids on a big scale in the quickest amount of time. Compared to CAD/CAM, 3D printing technology has significant drawbacks.	There have been numerous advancements in Industrial Design / Healthcare applications in Industry 4.0 and ALIMCO shall take a call keeping in mind the emerging markets in Industry 4.0 beyond its traditional limited Government Supplies for Divyangjans.
<p>1) Please note that the Corporation may seek further clarafications on the EOI response documents, if needed.</p> <p>2) The relevant inputs proposal/ presentation submitted/ given by the interested parties shall be considered for formulation of the RFP/ tender.</p>		