

Minutes of the Pre-bid Meeting

Tender No. PS/04/RE/GrB/103/2026-27/01

Tender ID: 2026_DGHS_904973_1

Subject: Rate Contract for 103 Group-B Generic Drugs

The Pre-Bid Meeting in respect of above Tender is held on 17.04.2026 at 11.00 Hours in the Conference Room of GMSD Mumbai under the Chairpersonship of Dr. Anju Nanda, DDG(Stores), MSO, New Delhi.

The meeting was attended by officers/ officials of MSO/GMSD and representatives of prospective bidders. The following departmental officers were present during the meeting.

1. Dr. Santosh V. Indraksha, DADG, I/c, GMSD. MUMBAI
2. Shri Ratnakar T. Maskar, Sr. Accounts Officer, GMSD, Mumbai.
3. Shri Balaram Mandal, Asstt. Depot Manager, GMSD, Mumbai
4. Shri Jitendra N. Parulekar, Depot Supdt., GMSD, Mumbai
5. Shri Amol Rane Pharmacist-cum clerk, (D.S.) GMSD, Mumbai
6. Shri Chetan Mahajan, Pharmacist-cum clerk, GMSD, Mumbai
7. Shri Rakesh S. Tanavade, UDC, GMD, Mumbai.

At the outset, the Chairperson welcomed all participants and informed that all queries received through email and letters, as well as those raised during the meeting, would be duly examined. It was further informed that the clarifications issued during the Pre-bid meeting shall form an integral part of the tender document. The decisions taken are in accordance with tender conditions, GFR 2017, and principles of transparency, fairness and competition.

Clarifications & Decisions:

All queries were examined and consolidated under thematic areas. No modification in eligibility criteria, warehouse requirements, delivery period, regulatory compliance and technical specification was considered, necessary unless explicitly clarified certain operational relaxations and documentation clarifications have been allowed as detailed in the MOM.

A summary of bidder-wise queries and their disposition is placed at Annexure-1. Detailed clarifications have been issued in thematic form to ensure uniformity and transparency.

With regard to **eligibility criteria including turnover requirements, mandatory warehouse conditions under Annexure-K and requests for supply through distributors or CNF agents**, it was decided that no modification is warranted. The existing provisions have been framed to ensure reliable supply across all GMSDs, compliance with prescribed storage and distributor norms and timely execution of supply orders. Accordingly, **the requirements for maintaining warehouses in each GMSD jurisdictions shall remain unchanged unless specified further and requests for centralized or zonal warehousing models arrangements are not admissible.**

With reference to Annexure-K, GST Registration Certificate and last 3 months GST Returns of warehouse must be uploaded along with Drug license of warehouse location. In case of fresh application evidence of fee filing must be submitted. However, GST Registration Certificate and license thereof must be submitted before 26th May, 2026.

On the issue of **delivery period**, several bidders requested extension from 45 days to 60 days citing API shortages and logistical challenges. After due consideration, **the requests were not accepted**. The delivery period has stipulated in the tender is retained since it is aligned with operational requirements of GMSD/CGHS and is critical to ensuring uninterrupted availability of medicines.

Regarding **regulatory compliance**, particularly **in respect of fixed dose combination (FDCs)**, it was clarified that CDSCO/ DCGI approval is mandatory wherever applicable. **Bidders shall submit valid CDSCO/DCGI approval certificates for FDC drugs at the time of Bid submission, unless otherwise specified. No relaxation in regulatory requirements is permissible.**

With respect to **technical specifications**, including composition, strength, nomenclature and pharmacopeial standards, requests for modifications were examined but not accepted. It is reiterated that the specifications provided in the **schedule of requirements (SOR), are to be strictly adhered to, and no deviation in composition or strength is permitted until specified further.**

In relation to **dosage forms**, it is clarified that **Capsules and Tablet forms, Injection and Vials shall be treated at par**, unless specifically restricted under applicable pharmacopeial standards or statutory rules. **Value-added formulations** such as SR/CR/ER/XR/PR/MR etc. are acceptable and will be treated at par for evaluation purpose.

On the matter of **packing and pack size**, it is clarified that **larger pack size may be accepted** subject to rate equivalence with the pack size specified in the SOR. **Alternative pack sizes**, such as strip of 15 tablets or capsules, may be considered provided all other tender conditions are complied with. **Rates shall be normalized appropriately on a per unit basis wherever required.**

Requests for **relaxation in shelf life** conditions, including acceptance of product with **lower shelf life** such as 18 months, will be **accepted until approved/specified by Drug Controller.** The shelf life criteria prescribed in the Tender document shall remain unchanged and must be strictly complied with.

With regard to **documentation requirement**, it is clarified that Annual Turnover certificates, Balance Sheets and Profit & Loss statements bearing valid UDIN shall be **accepted even if the tender ID is not mentioned.** Bidders are required to **submit sample of primary packing except for injectables, prior to tender opening** as per tender conditions. Third Party manufacturing or marketing arrangements **shall not be admissible** where specifically restricted under the tender provisions.

A specific operational relaxation was considered in respect of supply to Karnal GMSD from Zirakhpur and Mohali warehouse. Considering geographical proximity (satellite city) and operational feasibility, such supply shall be permitted. However, this relaxation is strictly case-specific and shall not be construed as a general waiver of the warehouse requirements prescribed under the tender.

Further, with regard to warehouse requirements, it is clarified that **warehouses located within the National Capital Region (NCR) of Delhi shall be considered** as meeting the requirement for GMSD New Delhi. Additionally, warehouses situated in locations falling within the common operational jurisdiction or geographical proximity of **Delhi NCR and Karnal shall be considered** valid for servicing both GMSD New Delhi and GMSD Karnal, subject to operational feasibility.

It is further informed that necessary corrections in item descriptions, including those identified during the pre-bid stage, shall be issued through a corrigendum on the CPP Portal.

Additional clarifications include that **larger pack sizes** may be accepted subject to rate parity, and **unit-based pricing** shall be **applicable** wherever relevant. **Existing Rate Contract holders may continue to supply medicines till the validity of their contracts. The roadmap for procurement cycle has already been communicated** and is available on the DVDMS portal.

With regard to **registration of manufacturing units** with MSO, it is clarified that bidders may **submit provisional documents** such as proof of application, including forms or acknowledgements, **at the time of bid submission.** However, submission of the **final valid registration certificate** shall be mandatory by the stage of technical evaluation i.e. on or **before 26th May, 2026**, failing which the bid shall be treated as non-responsive and liable for rejection.

With respect to submission of **Non-Conviction Certificate**, it is clarified that the certificate should preferably be **general in nature and not organization specific of tender-specific.** In case the certificate is organization-specific or tender-specific, it shall be considered valid only if it pertains specifically to this tender. **Certificate issued for any other organization or bearing reference to any other tender shall not be considered acceptable.** In cases where the validity period of the certificate is not explicitly mentioned, the same shall be treated as valid for a period of six months from the date of issue.

Regarding API traceability and **Batch Manufacturing Record (BMR)**, it is clarified that relaxation in submission of BMR shall be **applicable only in respect of imported products and Biological products** where items are accepted based on In-house Test Report as per the provisions of the tender document.

With reference to the **Bill of Quantities (BOQ)**, it is clarified that the **rate unit indicated as '1'** shall be construed as the **unit rate** for the respective items. Accordingly, bidders are required to **quote rates on a per unit basis**, such as per tablet, capsule, bottle, tube, respule, inhaler, recap, respicap, kit, ampoule, vial, sachet, pre-filled syringe (PFS), oral dispersible strip (ODS), flexipen, cartridge or any other applicable unit as per the item description.

With regard to submission of the **tender document**, it is clarified that in view of the large file size, **bidders may submit the complete tender document, duly signed and stamped, along with the Integrity Pact** as per the prescribed requirements. However, at the time of submission of bids, bidders shall **mandatorily submit the first two pages and the last two pages of the tender document, duly signed and stamped by authorized signatory**, as a token of acceptance and for reference purpose.

It is clarified that provisions regarding **Global Tender Enquiry (GTE)** exemption shall be governed strictly as per the applicable provisions of GFR 2017 and the Public Procurement (Make in India) policy, as amended from time to time. No separate deviation is envisaged under this tender.

Biological and Imported Items, which are acceptable on In House Test Report are exempted from submission of STP.

Data Logger should be provided by the firm if the cold chain item is delivered through road. In case of delivery through Air, data logger should be provided up to the time of packing and an undertaking must be submitted of valid period of required temperature. The item should be delivered at GMSDs within that period.

Samples of Strips of Tablet and Capsules for which bidders are participating will be deposited duly sealed by the firms along with Integrity pact.

Annexure-I

Summary of Bidder-wise Queries and their Disposition.

Name of the firm	Queries and request for clarification/ amendments raised in the Pre-Bid meeting raised prospective bidders to the committee	Clarification
1. M/s. JACKSON LABORATORIES PVT. LTD	1.Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations. 2.Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr for Gr. B. medicines.	1.It was clarified that it is part of our approved tender document and cannot be changed. 2.It was clarified that it is part of our approved tender document and cannot be changed
2. M/s. AGRON REMEDIES PVT. LTD..	1. Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations. 2.Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	1.It was clarified that it is part of our approved tender document and cannot be changed. 2.It was clarified that it is part of our approved tender document and cannot be changed
3.M/s. Maxmed Lifesciences Pvt. Ltd.	1. Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations. 2.Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	1.It was clarified that it is part of our approved tender document and cannot be changed. 2.It was clarified that it is part of our approved tender document and cannot be changed
4.M/s, JPEE DRUGS	1. Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations. 2.Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	1.It was clarified that it is part of our approved tender document and cannot be changed. 2.It was clarified that it is part of our approved tender document and cannot be changed

5.M/s SYNOKEM PHARMACEUTICALS LTD.	<p>1.Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse in the state of each GMSD, separate drug license, and GST registrations. May results to following: A) Restrict participation to only a limited number of manufacturer having pan India warehouse presence B) Reduce overall competition in the tender C) Potentially impact cost competitiveness and supply efficiency.</p> <p>2. Regarding DCGI permission for all Fixed dose combinations (FDCs) requested to permit participation for FDC products having valid state licensing authority approval instead of DCGI approved products.</p> <p>3. Revised timeline of 45 days for the delivery period is not practically feasible, requested to amend the supply period condition from 45 days to 60 days.</p>	<p>1.It is clarified that it is part of our approved tender document and cannot be changed.</p> <p>2.It is clarified that it is part of our approved tender document and cannot be changed, it is clarified that CDSCO approval/certificate for FDC may be furnished by the bidder at the time of bid submission and it is mandatory.</p> <p>3.It. Is Clarified that:- The delivery period of 45 days is as per the approved tender condition and cannot be increase</p>
6.M/s. BAL PHARMA	1.Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse in the state of each GMSD, separate drug license, and GST registrations	1.It is clarified that it is part of our approved tender document and cannot be changed.
7.M/s. SUN PHARMA	1. Regarding DCGI permission for all Fixed dose combinations (FDCs) requested to permit participation for FDC products having valid state licensing authority approval instead of DCGI	1.It is clarified that it is part of our approved tender document and cannot be changed, it is clarified that CDSCO approval/certificate for FDC may be furnished by the bidder at the time of bid submission and it is mandatory.
8.M/s. FDC Ltd	1. Regarding supply of multiple batches of single medicines across all GMSDs.	1. Clarified that, Multiple batches may be accepted at locations where laboratory facilities are available (such as Mumbai and Delhi). However, for other GMSDs (e.g., Guwahati), only a single batch must be supplied due to the non-availability of laboratory facilities.
9.M/s Samarth life	1. Revised timeline of 45 days for the delivery period is not practically feasible, requested to amend the supply period condition from 45 days to 60 days.	1.It. Is Clarified that: - The delivery period of 45 days is as per the approved tender condition and cannot be increase
10.M/s Unicure India ltd	1.warehouses located within the National Capital Region (NCR) of Delhi shall be considered to execute supply to gmsd- Karnal.	1. It. Is Clarified that warehouses situated in locations falling within the common operational jurisdiction or geographical proximity of Delhi NCR and Karnal shall be considered valid for servicing both GMSD New Delhi and GMSD Karnal, but clarified that Warehouse located in remaining NCR Delhi region (i.e., Noida Ghaziabad) shall not be considered for executing supplies to GMSD Karnal.
11.M/s Maxmed	1. Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations.	1.It was clarified that it is part of our approved tender document and cannot be changed.

	2.Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr for Gr. B. medicines.	2.It was clarified that it is part of our approved tender document and cannot be changed
12.M/s Zim Laboratories Ltd.	1.Annexure K. 2.Delivery period may be changed to 60 days 3. Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr for Gr. B. medicines.	1.It was clarified that it is part of our approved tender document and cannot be changed. 2.It was clarified that it is part of our approved tender document and cannot be changed. 3.It was clarified that it is part of our approved tender document and cannot be changed
13.M/s Mankind Pharma	1.They are facing problems while uploading the documents. 2. Packing and pack size	1. Clarified that, firm may upload only first and last page of the documents before 2 nd June 2026. 2.Larger pack sizes may be accepted subject to rate parity, and unit-based pricing shall be applicable wherever relevant. Existing Rate Contract holders may continue to supply medicines till the validity of their contracts
14.Ms Aristo Pharma.	1.Regarding Shelf life of store.	1 Requests for relaxation in shelf-life conditions, including acceptance of product with lower shelf life such as 18 months, will be accepted until approved/specified by Drug Controller . The shelf-life criteria prescribed in the Tender document shall remain unchanged and must be strictly complied with.

With reference to the above, the following queries were raised by the prospective bidder/s in the Pre-bid meeting and clarification was given by the Committee.

Sl. No.	Query Raised	Clarification
1	The representative from M/s. JACKSON LABORATORIES PVT. LTD. Raised the query with respect to	
a	Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations	It was clarified that it is part of our approved tender document and cannot be changed.
b	Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	It was clarified that it is part of our approved tender document and cannot be changed.
2	The representative from M/s. AGRON REMEDIES PVT. LTD Raised the query with respect to	
a	Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations	It was clarified that it is part of our approved tender document and cannot be changed.
b	Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	It was clarified that it is part of our approved tender document and cannot be changed.
3	The representative from M/s. Maxmed Lifesceinces Pvt. Ltd Raised the query with respect to	
a	Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations	It was clarified that it is part of our approved tender document and cannot be changed.
b	Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	It was clarified that it is part of our approved tender document and cannot be changed.
4	The representative from M/s, JPEE DRUGS. Raised the query with respect to	
a	Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse, separate drug license, and GST registrations	It was clarified that it is part of our approved tender document and cannot be changed.
b	Revision in Turnover Criteria from Rs.50 Cr. To 100 Cr. And Rs 100 Cr to Rs 200 Cr For Gr. B. medicines.	It was clarified that it is part of our approved tender document and cannot be changed.

5	The representative from M/s SYNOKEM PHARMACEUTICALS LTD. Raised the query with respect to	
a	Clause regarding multi-state warehouse/ Drug License/ GST Registration: The tender introduces a requirement for companies to have a warehouse in the state of each GMSD, separate drug license, and GST registrations	It was clarified that it is part of our approved tender document and cannot be changed.
b	Regarding DCGI permission for all Fixed dose combinations (FDCs) requested to permit participation for FDC products having valid state licensing authority approval instead of DCGI approved products.	It was clarified that it is part of our approved tender document and cannot be changed.
c	Revised timeline of 45 days for the delivery period is not practically feasible, requested to amend the supply period condition from 45 days to 60 days.	It was clarified that it is part of our approved tender document and cannot be changed.
6	The representative from Ms Aristo Pharma. Raised the query with respect to:	
a	Regarding Shelf life of store	Requests for relaxation in shelf-life conditions, including acceptance of product with lower shelf life such as 18 months, will be accepted until approved/specified by Drug Controller . The shelf-life criteria prescribed in the Tender document shall remain unchanged and must be strictly complied with..

These minutes, including all clarifications issued herein, shall form an integral part of the tender document. No further queries shall be entertained after issuance of these minutes.

The meeting concluded with a vote of thanks to the Chair.

Shri Rakesh S.Tanavade
UDC

Shri Chetan Mahajan
PCC

Shri Amol Rane
Depot Supdt.

Shri Jitendra N. Parulekar
Depot Supdt.

Shri Balaram Mandal
A.D.M

Shri Ratnakar T. Maskar
Sr. A. O.

Dr. Santosh V.Indraksha,
DADG, I/c, GMSD. MUMBAI

Dr. Anju Nanda
DDG(Stores), MSO, DGHS

Pre-Bid Meeting Attendance Sheet

Tender Name: Generic Drugs Medicine Tender Tender Ref No: PS/04/RE/GRB/103/2026-27/01 Date: 17/04/2026.

Sr. No	Bidder Name	Representative Name	Designation	Mobile No	Email ID	Company Address	Signature	Remarks
1	Sunblaryus Lab Ltd.	Abhijit	Asst. Mgr	9930198086	abhi.yous@sunblaryus.com	N/MS		
2	Alam Life Pharma	Suryagan	Sr. Exe	9819393235	suryagan@alamlife.com	Andani Mumbai		
3	Sun Pharma Kamraj Uppte	Kamraj Uppte	Sr. Exe	8850862939	kamraj.uppte@sunpharma.com	Goregaon Mumbai		
4	Sun Pharma Fibisuk Singh	Abhishek Sriv	PSM	9967111229	abhishek.singh@sunpharma.com	Mumbai		
5	Quintel Health India	Ankur Saxena	Sales Manager	9819535625	ankur.saxena@quintel.com	Kandivli Mumbai		
6	Aman Drug	Nabhav Kulkarni	Sales Manager	9082208064	nabhav.kulkarni@aman.com	Mumbai		
7	Toptas Pharma	Deepak Dandekar	DBFO	9268119599	deepak.dandekar@toptas.com	Mumbai		
8	Unicare India	Sanjay Dilip Maneyu	RM	9967830058	sanjay.dilip@unicare.com	Mumbai		
9	Tosant Pharma	Rajiv S.	RM	9967830058	rajiv@tosant.com	Mumbai		
10	FDC Ltd.	Raj S. Saxena	P.M.	9826154695	raj.saxena@fdcltd.com	Mumbai		
11	Samant Life	P.P. Marwan	21444	9967369057	ppmarwan@samantlife.com	Goregaon		
12	SAMANTLIFE	P.P. Marwan	21444	9967369057	ppmarwan@samantlife.com	Goregaon		
13	BAL PHARMACEUTICALS	C.S. Singh	2500	7718840418	csingh@balpharma.com	Goregaon & Andheri Mumbai		
14	Samant Life KLM Labs.	P.P. Marwan Umphale	21444 D.I.M.	9967369057 9315396759	ppmarwan@samantlife.com umfale@klmlabs.com	Goregaon Mumbai	 Uz	

