

STATEMENT SHOWING THE PREBID QUERIES AND REPLIES TO THE FIRMS ON THE TENDER NO 60(20-21)/APMSIDC/Medicine Wing/2020-22 Dt:03-06-2020

S.No	Bidder Name	Tender Condition	Bidder's request	Remarks
1	Seeko Biotics		<p>1.Point No: 15.1.1.....We are hereby requesting you to exempt from submission of STPs</p> <p>2.Point No: 15.4.....We are hereby requesting you to exempt from submission of Stability Data</p> <p>3.Requesting for Extension for 30 days for submission of the Tender, to get the prices for the Raw Materials and to quote the best prices. (due to Covid-19- Pandemic)</p> <p>4.We are having the Non-Conviction certificate issued on 19.09.2019, which is valid for one year from the date of issue, hence please consider.</p>	<p>1. STP should be submitted for products which are not official in IP.</p> <p>2. Submit the stability data after declare as L1.</p> <p>3. Extended till 15-Jul-20.</p> <p>4. Considered</p>
2	Otsuka Pharmaceutical India Pvt Ltd	<p>1. Packing Specifications : code(224)- 500ML X 24 / 4 X6 PLASTIC BOTTLE BFS / FFS (SEPARATION BETWEEN EACH BOTTLE IS MUST). code(95)-5 X 5 X 4, BFS / FFS. code(2262)- 1 X 24 Bottles. code(440)-5 X 5 X 4 OR 100ML X4X6X4 BFS / FFS. code(1304)-250ML BOTTLE X 5. code(655)-1 x 50. 2.On being informed about the acceptance of the tender for 2 years price agreement, the successful tenderer shall be required to pay a Performance Security Deposit of 5% of the contract value subject to a maximum of Rs.10 lakhs per product in the form of Demand Draft drawn in favour of MD, APMSIDC Mangalagiri from any nationalized/scheduled Bank 3.</p>	<p>1. Packing Specifications : code(224)- 500 ml. plastic bottles BFS/FFS,Final packing 24/25/28 bottles in good quality corrugated boxes. code(95)- 100 ml. BFS/FFS bottles,Final packing 100 bottles in Corrugated boxes. code(2262)- 500 ml. plastic bottles BFS/FFS,Final packing 24/25/28 bottles in good quality corrugated boxes. code(440)- 100 ml. BFS/FFS bottles,Final packing 100 bottles in Corrugated boxes. code(1304)-250ml. 16 bottles – Final packing 16 bottle in Corrugated boxes. code(655)-1200 ampoules of 10 ml. packing in corrugated boxes.</p> <p>2. Performance Security of maximum Rs. 10 lakhs should be in the form Bank Guarantee instead of Demand Draft.</p> <p>3. There should not be any comparison with any other tender of any state Govt. in similar manner and later on deductions on account of price difference should not be made after the acceptance of prices and executing contract agreement.</p>	<p>1. code no(224):24,25 can be allowed , code(2262): 24,25 can be allowed , code(655): not allowed .</p> <p>2. Considered</p> <p>3. Not considered</p>

3	Nectar Laboratories Pvt Ltd	<p>1. The vials should be supplied with aluminium seals containing the logogram. 2. The Earnest Money Deposit referred to under Clause 3(ii) & 4.1(a), shall be Rs. 3 lakhs. The Earnest Money Deposit shall be paid in the form of Bank Guarantee or Bankers Cheque or Demand Draft in favour of APMSIDC, payable at Mangalagiri. 3&4. On being informed about the acceptance of the tender for 2 years price agreement, the successful tenderer shall be required to pay a Performance Security Deposit of 5% of the contract value subject to a maximum of Rs.10 lakhs per product in the form of Demand Draft drawn in favour of MD, APMSIDC Mangalagiri from any nationalized/scheduled Bank. 5. within 2 months excluding month of manufacture of products having shelf life up to 1 or 2 years 6. If the drug is not consumed prior to its expiry date i.e., six months before expiry, the supplier will be notified about the short expiry drugs, upon receipt of such information the supplier should replace (at own cost of supplier to and fro) the short expiry/expired quantity with fresh stock of longer shelf life, otherwise the value equal to the cost of expired quantity will be deducted from the bills or any other amount payable to the firm. 7. If one/ two batches of item/drug supplied by the same supplier is reported to be NOT OF STANDARD QUALITY (NSQ) in specifications as given in table under clause 20.2.2(b), then the product of the firm shall be blacklisted for 2 years after observing procedure laid down in Para 20.2.3. 8. (III) It is certified that M/S (Name of company and address) having factory at (address of factory) have invested Rs 10 crores or above for installation of plant and machinery excluding cost towards land, building & other infrastructure to manufacture the drugs. It is also certified that the statement is true and correct. 9.</p>	<p>1) Logo on Aluminium Seal of Injections (vials) : as we put the logo & legend on all labels, please cancel this condition. Flip off seals are used instead of Alu-seal. Main advantage of this flip seals is that it provides complete removal of the Alu-seal, without the possible damage to fingers. Though it is costlier than Alu-seals, kindly Allow Flipoff seal. without Logo on it.</p> <p>2) EMD (Earnest Money Deposit): Rs.3 Lakhs. We request you to kindly consider to reduce EMD Rs.1 Lakh as FDR /BG due to COVID 19, abruptly increased company's expenditure and payments delayed from various Govt. departments.</p> <p>3) Point 10.1 read as "Performance Security Deposit of 5% of the contract value subject to a max.....in the form of Demand Draft". We humbly request you to amend as BG / FDR.</p> <p>4) Point 10.1 read as "PS Deposit of 5% of the contract value . . . to a maximum of Rs.10 lakhs per product". No other Tenderer / State Govt in the country is asking "per product", asking for 5% on total Contract Value or maximum of Rs.5 Lakhs. Please amend accordingly.</p> <p>5) Point 12.7: read as (a) within 2 months excluding month of manufacture of products having shelf life up to 1 or 2 years ", Request you to amend as minimum of 18 months expiry period instead of 22 months, in line with other Tenderers / State Govts, in India.</p> <p>6) Point 12.12: Short Expiry: Replace with the Fresh stock. . . , So do not deduct short Expiry stock / amount from the bills</p> <p>7) 20.2.1(e) read as 'If one/ two batches of reported to be NOT OF STANDARD QUALITY (NSQ) blacklisted for 2 years'. Kindly amend as "As many other State governments are mentioning: "if 3 consecutive batches fails, then only take necessary action and make black list such product""</p> <p>8) Annexure IV –Clause No. 4(1)b:- Point III read as – “have invested Rs 10 crores or above”. This is to submit that many MSME & SSI units turnover is crossing Rs.10Cr but not in the cost of Plant & Machinery. So, please amend this clause –Not Applicable for MSME and SSI units of any State. Even, LOCAL MSME units also will not be eligible under this clause.</p> <p>9) Annexure XIII – Mandate Form: Request you to amend as consider Bank Mandate form certifies by the bidder only. The bank confirmation is not required, likewise TSMSIDC and other States.</p>	<p>1. Not Considered</p> <p>2. Not Considered</p> <p>3. BG will be Considered</p> <p>4. Not considered</p> <p>5. Not considered</p> <p>6. If the near expiry/expired products are replaced with in specified time then the value of same quantity will not be deducted from the bills.</p> <p>7. Not Considered</p> <p>8. Not Considered</p> <p>9. Not Considered</p>
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4	Novartis	Specification: 0.1%w/v strength	item code (1905): we sincerely request and to consider 0.2% w/v in the tender floated or along with of 0.1%w/v strength.	As per tender condition
5	Concept Pharmaceuticals Ltd	<p>1. On being informed about the acceptance of the tender for 2 years price agreement, the successful tenderer shall be required to pay a Performance Security Deposit of 5% of the contract value subject to a maximum of Rs.10 lakhs per production the form of Demand Draft drawn in favour of MD, APMSIDC Mangalagiri from any nationalized/scheduled Bank 2.(7)Valid COPP certificate as per WHO format of their Principal Manufacturing company including Imported drugs, if any.,(9)Scanned copies of the specifications for all quoted drugs and STP (standard testing procedure) for Non-Pharmacopoeia quoted drugs.(10)Scanned copy of long-term stability data for all quoted drugs. If manufacturer has licensed a formula from another company and such licensed formula is used for the product, then the stability data of the licensor should be uploaded along with licensing agreement. 3. "AP Govt Supply – Not for Sale" should to be printed on each unit/label by the successful bidders.</p>	<p>1. Every business is currently under pressure due to Covid-19 and there is a need of cash flow as the APIs we procure are on advance cash basis. Therefore, we kindly request you to restrict the Performance security deposit of 5% of the contract value subject to a maximum of 5 lakhs instead of 10 lakhs.</p> <p>2. In Annexure V (Checklist), points 7,9,10 to be removed, as they are applicable for exports only. Long-term stability data is a 30 to 50 pages document for single product. Therefore, submitting for every quoted item is not feasible. So, we kindly request you to make these points optional or submit long-term stability data for the L-1 products.</p> <p>3. Embossing on tablets to be relaxed. Many state and central corporations do not have this clause. This process increases overall production time, costs and wastage of raw material with no extra health benefits to end-users. All other labelling and packaging conditions of "AP Govt. Supply not for sale" will be followed</p>	<p>1. Not Considered</p> <p>2. Submit the stability data after declare as L1.</p> <p>3. Not Considered</p>

6	ANG Lifesciences India Ltd	<p>2. 0.5% per day:For 76thday to 120th days, but not exceeding 10% of the PO value for all other firms except 5% for local AP SSI (Small Scale Industry) Units 3. "AP Govt Supply – Not for Sale" should to be printed on each unit/label by the successful bidders 4.Supplier should send the soft copy of the specifications for all approved drugs and STP (Standard Testing Procedure) for Non-Pharmacopoeia approved drugs by mail to Quality and Regulatory officer of APMSIDC with art work approval for design of packaging with the logogram as per Clause 14.10; if they failed to upload/submit the same with technical bid. 5.Scanned copy of long-term stability data for all quoted drugs. If manufacturer has licensed a formula from another company and such licensed formula is used for the product, then the stability data of the licensor should be uploaded along with licensing agreement.</p>	<p>1. we request you to extend the date for submission of tender for 15-20 days as lock down has been extended and here Saturday Sunday is totally curfew. Raw material market is also not stable. We are regular supplier of AP govt and want to work with your esteemed organization for long term. 2. In tender no:14-2.1 dated:13-1-20, the penalty clause was 0.3% up to 90days and 0.5% 91-120th days. kindly rammand and put same caluse as due to lock down some times Raw material got delayed. Further transporters also have to face many problems during transit. some times their truck/gaddi put on hold for 1-2days due to lock down at some places. kindly give relaxation in penalty clause due to unavoidable circumstances due to COVID-19. 3. For clause of AP Logogram on tablets ad capsules, we request you to ammend this clause as this is additional cost and product become costier. further to put logo is not healthier for patients also.While putting logogram on tablet ther is wastage of raw material also. 4. In chceklist at point no9, it is mentioned to submit standard testing procedure which is generally for imported items only. so we request you to give relxation for STP submission for all companies. 5. in checklist at point no10, it is mentioned to submit long term stability data for all quouted products. for one product long term stability data usually 30-35 pages are used and if some one has to participate more than 10products then it is not easy to upload 350-400pages of stability data. we request you to give relaxaton of submission of the same while uploading tender and if the products will be alloted to any company then only for those products stability data they have to submit.</p>	<p>1.Extended till 15-July-2020</p> <p>2. Not Considered</p> <p>3. Not Considered</p> <p>4. STP should be submitted for products which are not official in IP.</p> <p>5. Submit the stability data after declare as L1.</p>
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7	Synokem Pharmaceuticals Ltd	<p>1. (i) The copies of relevant pages approved by drug authorities of concerned country for any quoted Drug/product offering CoPP certificate and quoted drugs/products manufactured by manufacturing units approved by US FDA, TG Australia, Health Canada, EU approval, MCC South Africa approval, Brazil Anvisa should be uploaded with technical bid.</p> <p>(ii) In case of Imported drugs, labels and product literature of all quoted product(s) must be uploaded COPP certificate as per WHO format of their Principal Manufacturing company/firm.</p> <p>(iii) Documents, if any, to show that the manufacturing unit/importer has been recognized by any other Indian / International Standard Organizations etc. as applicable. Importer should upload WHO-GMP certificate of manufacturer. 2. PO Cancellation: Beyond 120 days PO will be cancelled and stocks will not be accepted. PSD will be forfeited. Alternate Procurement will be done from the other bidders matching with L1 price or at their quoted price or from the other open sources procurement and difference in procurement will be charged to the L1 supplier Other penalties: If two POs were not executed, the firm will be declared as "Undependable" for the product and the action will be taken as per clause 20.3 of this tender. 3.</p> <p>(i) Scanned copies of the specifications for all quoted drugs and STP (standard testing procedure) for Non-Pharmacopoeia quoted drugs. (ii) Scanned copy of long-term stability data for all quoted drugs. If manufacturer has licensed a formula from another company and such licensed formula is used for the product, then the stability data of the licensor should be uploaded along with licensing agreement.</p>	<p>1. Valid COPP Certificate as per check list: In the tender at point no 7 of the check list i.e Annexure V it is to confirm that COPP is uploaded or not uploaded, we further like to take your kind attention towards the point no.4 on page no.7 i.e Technical bid and on same page in its sub point 4.1 it is instructed to uploaded various documents in which at point(g) on the page no.8, it seems that COPP is being made a general criteria for eligibility and also mandatory for all bidders. we further like to take your kind attention towards the point2 of the tender i.e eligibility criteria and there it is explained in its sub point (i) of point (a) i.e Entity of the Bidder.. on page no.5 that the Tenderer should have valid either GMP or WHO-GMP (World Health Organization-Good Manufacturing Practices) certificate issued by licensing authority. and in continuation of the same as per sub point (ii) the WHO-GMP is mandatory for importers only but Sir, the COPP's are relevant to WHO-GMP only hence this should only be applicable for importer or for companies who are opting to upload WHO-GMP, we request to amend this point no7 of checklist i.e Annexure-v and should be mandatory for importer or for companies who are uploading WHO-GMP certificates 2.PO Cancellation Clause(Point no3 of page no 22): As per the condition mentioned on page no22 under the heading "Liquidated damages and other penalties" the PO will be cancelled and stocks will not be accepted after 120 days. and also the PSD will be forfeited. Sir, this statement states that even if a single purchase order is not supplied and in case it gets cancelled then PSD will be forfeited. But sir, this is not a general practise forfeiting the PSD generally comes on a stage where at least 3 PO's are under the non supplies. The other major Govt.Institutions including the state & central Govt generally has the condition of PSD forfeiture on min of 3 non supplies, we request you t amend this condition and PSD forfeiture should not apply on non supply of single order. 3.Requirement of STP & long-term stability: In the check list i.e Annexure-V at point no 9&10 is being asked for STP and Long Term Stability Date while it is not made a part of the tender under head of eligibility criteria. we would like to take your kind attention that there are no.of items for which we will be participating so arranging STP and Stability Data for all items and practically uploading of the all the files online will be a very difficult task as the file size will be GBs instead of KBs/MBs. Sir, this is a general practise that the STP and stability Data are being asked by tendering authority at the time of issuing of the PO's against the awarded products only. Therefore, we request to amend the points from the checklist and allow the submission of the same on alater stage.</p>	<p>1. As per Tender condition</p> <p>2. Not considered</p> <p>3. Submit the stability data after declare as L1.</p>
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8	Neha Pharma		<p>1. AP State Government announced Preferential Market access policy to support local SSI units. G.O.RT.No> 104 dt:19-05-2020. 2.All Govt entities shall procure at least 25% of their annual requirements of goods and services from eligible Micro and small enterprises.</p>	May be considered after qualified
9	Intas Pharmaceuticals Ltd	<p>Specifications: Coe(2269): 20mg/5ml or 20 mg/0.5 ml fill volume in 5 ml vial code(2270): 80mg/ 2 ml vial code(2126): Each Tablet contains Pregabalin SR 75mg</p>	<p>amend as Specifications: Coe(2269): 20mg/1ml code(2270): 80mg in 4ml code(2126): Pregabalin Tablet 75mg</p>	As per Tender Condition
10	Paviour Pharmaceuticals Pvt Ltd		<p>Please refer to above stated Tender whereby you have period should be available for 20 months. We would like to bring to your attention that the shelf life of above mentioned products is 18 months as specified in Registration Certificate (Form 41) and Certificate of Pharmaceutical Product. Enclosed please find herewith the copy of both documents for your ready reference. Further at the time of import Government of India states that remaining shelf life of imported product is more than 60%. (Attached please find the copy of Rule 31 of Drugs & cosmetics guidelines 1945) Hence keeping in view of this most of the State procurement agencies and ESI have kept remaining shelf life of 50% (Attached please find the copy of the same for your ready reference). in line of standardize the shelf life conditions and to make product freely available at reasonable time. Thus you are requested to reduce remaining shelf life conditions from 20 months to 50% of remaining shelf life.</p>	Not Considered

11	Cipco Pharmaceuticals	<p>1. i-2168.02-Iron Folic Acid Tablets Red Enteric Coated- Descrip:Each enteric coated tablet contains Dried Ferrous Sulphate IP 300 mg equivalent to Elemental Iron 60mg Folic Acid IP 500 mcg Colour Red - Spec:Each enteric coated tablet contains Dried Ferrous Sulphate IP 300 mg equivalent to Elemental Iron 60mg Folic Acid IP 500 mcg Colour Red - unit:100 quant: 700000000 ii- 2168.03 - Iron Folic Acid Tablets Blue Enteric Coated - Descr:Each enteric coated tablet contains Dried Ferrous Sulphate IP 300 mg equivalent to Elemental Iron 60mg Folic Acid IP 500 mcg Colour Blue - spec:Each enteric coated tablet contains Dried Ferrous Sulphate IP 300 mg equivalent to Elemental Iron 60mg Folic Acid IP 500 mcg Colour Blue - unit:100 - quant: 500000000. 2. 0.5% per day- For 76thday to 120th days, but not exceeding 10% of the PO value for all other firms except 5% for local AP SSI (Small Scale Industry) Units 3. PO Cancellation: Beyond 120 days PO will be cancelled and stocks will not be accepted. PSD will be forfeited. Alternate Procurement will be done from the other bidders matching with L1 price or at their quoted price or from the other open sources procurement and difference in procurement will be charged to the L1 supplier 4.All the Tenderers are required to supply the product(s) with printed “Andhra Pradesh Govt. Supply – Not for Sale” and logogram of appropriate size on the strips, blisters, vials, ampoules& bottles and with prescribed packing specification. If there are any deviations in these Tender conditions, action will be taken to blacklist the product and/or a separate damage will be levied @ 0.5% of value of the defaulted quantity irrespective of the Tender Inviting Authority having actually suffered any damage/loss or not, without prejudice the rights of alternative purchase specified in Clause No.14.11 and 13.4. 5. In all the above conditions, the decision of the MD, APMSIDC shall be final and</p>	<p>1.Annexure VIII. Item code 2168.02 & 2168.03: Each enteric coated tablet contains Dried Ferrous Sulphate IP 300mg equivalent to elemental Iron 60mg. It should be amended to 200mg equivalent Iron 60mg. As per NHM guidelines, IFA tablets are recommended in Sugar coated instead of enteric coated. Please find attached document to NHM guidelines (Page no:13).</p> <p>2.Point 18 Liquidated Damages and Other Penalties: In the recent closed tender notice no.14-2.1, the penalty was at 0.3% per day. This helped with over 100 companies participated in tender. In cureent tender notice no.59 & 60, it is increased to 0.5% per day. Therefore, we kindly request you to keep it at 0.3% per day with maximum limit of 5% and 10%.</p> <p>3.Penalty for unexecuted PO quantity beyond 120days: Until last tender, penalty was at 10% of the unexcuted quantity. But in current tender notice no.59&60, this was removed specially when PO value is very small than PSD forfeit amount. Therefore, we kindly request you to keep it at 10% penalty as it was before</p> <p>.</p> <p>4.Embossing on Tablets: We kindly request you to exempt embossing on tablets as it increases the production time and overall costs due to wastage of raw material and upfront cost. No other corporations including TNMSC, RMSCL, ESIC do not ask for emboss on tablets as there is no health benefit to patients.</p> <p>5. Tender extension for 2weeks due to lockdown extended in Indore, MP.</p>	<ol style="list-style-type: none"> 1. As per Govt Of India Guidelines. 2. Not Considered 3. Not Considered 4. Not Considered 5. Tender extended till 15-July-2020
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12	apex		<p>We apex laboratories wants to participate wide tender -60 (20-21) dated 03-06-2020. Since there is Covid lockdown in Chennai up to 30th June where as the last date of tender submission will be 3rd July so we may not be able to get the documents in place and upload the same in the said time .</p> <p>We apex lab request you to kindly consider the last date of submission instead of 3rd july , if you give relaxation in the third week of July we will be able to participate in time.</p>	Tender extended till 15-July-2020
13	Cadila Pharmaceuticals	<p>Small tablets packed in blisters should be so packed to facilitate removal of the tablet without breaking / crushing. Specifications of outer cartons are as given in the schedule. (annexure VII)</p> <p>In case of any conflict between carton specifications and packets per carton specifications (Last column of this table), the specification of the carton / annexure VIII shall prevail.</p> <p>All tablets should have score line.</p> <p>All liquid orals should be provided with a measuring device</p> <p>All plastic containers should be made of virgin grade plastic of HDPE/LDPE.</p> <p>All plastic jars above 450 gms/ml should carry an inner plastic lid and should be of HDPE.</p>	<p>As per tender ANNEXURE-XII, Page no. 47 requirement mentioned as All tablets should have score line.</p> <p>In this regards,</p> <ol style="list-style-type: none"> 1. This requirement is mandatory or not and 2. kindly confirm we should quote our tablets items which do not having Scoreline. 	As per product specification

14	Visakha Pharma		<p>1. Please specify what shall be the value of NJS paper for the declarations.</p> <p>2. Since Covid 19 our companies who are in Mumbai and Delhi will not be able to prepare DDs and send to corporation. Hence we request you to kindly allow online payments for EMD and Process Fee.</p> <p>3. As per tender we are also required to submit offline documents. Again due to covid 19 most of our principal companies employees are working from home. Hence we request for offline document to be submitted before entering to agreement m if declared L-1.</p>	<p>1. It should be minimum Rs.100 Non Judicial Stamp paper considered</p> <p>2. online to the account of Managing Director, APMSIDC,Managalagiri Account No 142410011000314, IFSC code : ANDB0000366 . (Need to submit the proof of the NTFS/RTGS successful transfer details in the online and offline documents)</p> <p>3.Not Considered</p>
15	MBP Pharmaceuticals		<p>We request you that we want to participate in above cited tender no, Kindly extend the tender submission date for 10-15 days due to lock down. The market of Raw is also not stable. We wish to work with your esteemed organization for long term.</p> <p>We request to extend the date of submission of tender to enable us to participate in tender.</p>	<p>Tender Extended till 15-July-2020</p>

16	Labinduss Ltd		<p>In the tender document Drug code 1701 Paracetamol Syrup IP (Non-Alcohol based) 125 mg / 5 ml in 60ml, We manufacture Paracetamol Suspension IP (Non-Alcohol based) 125 mg / 5 ml in 60ml. Will we be eligible to quote the prices for Drug code 1701. We are supplying this product in Kerala and other States</p> <p>We also have a plea to APMSIDC that we are a MSME unit and the Central Government has given relaxation to MSME units from Minimum turnover Criteria. We Request your good self to reconsider the Minimum Turnover criteria and reduce it from 10 crores to 5 crores which will help companies like us to Participate in this Tenders which is conducted by well reputed APMSIDC.</p>	<p>1.As per Tender condition</p> <p>2.Not Considered</p>
17	Auro Lab	<p>specifications: code(2304) : 0.3 Percentage in 10 ml code(1372): 5 ml</p>	<p>Recommended Generic Specification: code(2304): Hydroxy propyl methyl cellulose IP 0.7% w/v 5ml or 10ml , Code(1372): Tropicamide IP 0.8%w/v + Phenylephrine HCl IP 5% w/v 5ml</p>	<p>As per Tender condition (2304: it is 0.3%, required is 0.5% , Hence may be considered)</p>
18	APMSIDC Note	<p>1. 1511 : Rabies Vaccine Human use (Cell Culture) IP ID ROUTE,1ml. 2. 497 : Nifedipine Capsules IP 10mg</p>	<p>RC available in T No : 14-2.1</p>	<p>2 Items removed from the tender</p>
19	APMSIDC Note	<p>Extension of Tender submission date</p>		<p>Tender Extended upto 15-July-2020 for Online submission of Documents in eprocurement and offline documents submission till 20-July-2020</p>