



HINDUSTAN AERONAUTICS LIMITED  
AEROSPACE COMPOSITES DIVISION (ACD)  
(FORMERLY COMPOSITE MANUFACTURING DIVISION)  
MARATHAHALLI POST, BANGALORE – 560 037  
INDIA

TEL: +91-80-2231 9040  
+91-80-2232 4462  
FAX: +91-80-2231 9045 / 5005  
Email: ak.raju@hal-india.co.in  
Sreedhar.rathod@hal-india.com

**Important:**

- Bidders are requested to submit their Bids in Two Bid System (Technical and Price bid).
- The Technical Bid (Technical Bid and Commercial Terms & Conditions) and Price bid to be submitted through e-Portal on or before the due date and time specified in the tender.
- Prices should only be mentioned in the Price bid. If any mention of prices is found in the technical bids or the requisite / relevant documents, such bid shall be summarily rejected.
- Earnest Money Deposit (EMD) in original (Demand Draft (DD) / Pay order (PO) / Bankers Cheque (BC) / Bank Guarantee (BG) through wire transfer or bank / Wire transfer details) are to be submitted in sealed cover and it is to be ensured by bidder that EMD is received by ACD-HAL within due date and time.

Tender No: HC/IMM/PUR1/MC131-1039/19

Date: 27/12/2019

**Two Bid System**

**Sub: Request for Quotation (Technical Bid and Commercial Terms & Conditions & Price Bid) for Design, Manufacture, Supply, Installation, Commissioning, Testing & Prove-out for performance of Air Circulating Oven.**

**Due Date: 30/01/2020 @ 23.59 Hrs IST.**

Dear Sir,

Hindustan Aeronautics Limited (HAL), Aerospace Composites Division (ACD) (Formerly Composite Manufacturing Division), intends to procure **of Air Circulating Oven.**

The general clauses / information under the REQUEST FOR BIDS are as given below:

**1. General Information**

Hindustan Aeronautics Limited (HAL), a Navaratna Public Sector Undertaking is engaged in Design, Development, Manufacture, and Repair & Overhaul of Aircraft, Aero Engines, Helicopters, Avionics and Accessories. The company has factories located in different locations in India. Refer our website [www.hal-india.co.in](http://www.hal-india.co.in) for additional details.



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## 2. OEM

Bidder should be the Original Equipment Manufacturer (OEM) of the system / machine intended to be bought through this quotation. **OEM certificate (Self declaration certificate) has to be submitted by the bidder along with the quotation.**

## 3 Prior experience

3.1. Bidder should have full knowledge in the fields of supply, of subject system / machine. Bidder should also have established infrastructure and skilled manpower required to execute the contract as a time bound project.

3.2 Bidder should have previously supplied, installed & commissioned similar items of same/ similar/ advanced specifications as given in this REQUEST FOR BIDS to reputed aerospace industries/other organizations. **Details of the executed contracts should be provided to ascertain credentials.**

## 4 Sound Financial Standing

Bidder should have a sound financial standing with stable operations during last two years. Bidder therefore should provide authentic information relating to the company profile along with **Audited Statement of Accounts, Balance sheet for a period of last two years.**

Note: Relaxations / exemptions will be applicable to startups and MSEs as per Government of India directives subject to meeting of quality and technical specifications stipulated in the tender. Also vendor shall furnish documentary proof for being MSEs/Startup as stipulated by the Ministry.

## 5. Commercial requirements

### 5.1 Prices -

All the prices payable by HAL for the tendered requirement should be given strictly in the price format enclosed as **PART-III** . It should be complete in all respects. Prices should be firm and fixed till completion of procurement process.

### 5.2 Compliance to Commercial Terms and Conditions

Bidder needs to comply with all the terms and conditions as given in PART - II.(enclosed).

## 6 HAL's Rights

6.1 HAL reserves the right to reject any or all the bids received from bidder (s) without assigning any reason whatsoever.



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6.2 HAL reserves the right to foreclose or terminate the contract/ purchase order finalized based on this REQUEST FOR BIDS for reasons attributable to non-compliance of any of its terms (if not relaxed in writing) during execution of contract/ purchase order.

6.3 HAL is under no obligation by merely issuing this Request for bids to pay any cost incurred in the preparation or submission of any response including technical / commercial bids from Bidder.

6.4 HAL reserves the right to call for a demonstration of the System / machine being quoted or discussion on the machine proposed with any one or all bidders on 'no cost, no commitment' basis before opening of the price bids.

6.5 In case of deficiency in performance of the System / machine compared to what has been stated by the bidder against this Request for bids, which get noticed after supply and installation, HAL reserves the right to impose and recover penalty from the bidder towards resulting adverse consequences & losses / damages suffered by HAL, if any.

6.6 HAL will not pay any interest on the Earnest Money Deposit and Performance Bank Guarantee etc.

6.7 HAL also reserves right for risk purchase in case selected bidder fails to deliver, install & commission as per the PO terms at their risk & cost which will be deducted from the payment.

## **7. Validity of Prices/ Bids**

All quoted prices and bids should be kept valid for a minimum period of **180 days from the closing date** of Request for bids. Further extension, if required will be requested by HAL in writing.

## **8 Transfer of Intellectual Property Rights**

8.1 Bidder should without any restrictions, with reference to intellectual property rights held (by bidder or his suppliers) in respect of the items being offered under this bid, authorize usage of item by HAL in any platform (without any restriction with regard to territory/ place and time frame).

8.2 Bidder shall assure HAL that there is no infringement of any patent or industrial or intellectual property right caused by the supply and shall undertake to indemnify HAL against all costs, expenses and claims for damages made by any third party that HAL may incur as a result of any action for infringement for which HAL may become liable for the use of the supplies, arising from any alleged patent or industrial / intellectual / property rights arising or resulting from any use of the supplies.

## **9. Guidelines for submission of bids**

Bidders should submit their quotations in **2 (Two) bid format** viz Bid-1 (One) Technical bid (Technical Bid and Commercial Terms & Conditions and Bid-2 (Two) Price bid separately to be submitted through e-Portal only , on or before the due date and time specified in the tender.

### **9.1 Un-priced / Technical Bid: Following points must be ensured while submitting the technical bid:**

Prices **SHOULD NOT** be mentioned anywhere in the Technical bid either in (Part – I Document) and / or in Commercial Terms and Conditions (Part- II Document). If any mention of price is found in these documents, the bid will be summarily rejected.



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9.2 Documents submitted along with technical bid **SHOULD NOT** contain prices.

9.3 The bidder is allowed for multiple submissions of bids, till the closing date & time. However, only the last bid submitted by the bidder, will be considered for evaluation.

9.4 Any change in the bid after the "Due Date & Time of Bid-Submission" of Tender will not be allowed.

#### 9.5 Compliance Statements:

- i. Compliance matrix confirming point-by-point compliance to all Paras of this REQUEST FOR BIDS viz. compliance against technical specifications at Part-I and compliance against Commercial terms and Conditions at Part-II should be attached with the technical bid.
- ii. In case of any non-compliance to any of the clauses, it should be provided in compliance matrix and a separate table should be provided giving all the necessary factual and comprehensive details covering the variance/ non-compliance. In respect of Technical specifications, **indication of "compliance" needs to be substantiated with details.**
- iii. Please note, if bidder has not agreed to payment terms, delivery terms, LD Clause, Warranty clause, corresponding loading factor will be added to quoted value for commercial evaluation. **Also, if vendor does not agree to submission of Performance Bank Guarantee / retention of equivalent amount as per REQUEST FOR BIDS, the bid will be summarily rejected.**
- iv. **The details of spares and additional items being offered by the bidder should be submitted along with the technical bid, without any mention of prices.**

#### 9.5 Earnest Money Deposit (EMD):

- a. An EMD amount of **Rs. 1,75,000.00 (Indian Rupees one lakh seventy five thousand only)** to be **submitted in any freely convertible currency of amount equivalent to the above EMD value**, in form of original documents i.e. Demand Draft / Banker Cheque / Pay Order / Bank Guarantee / wire transfer drawn in favour of AEROSPACE COMPOSITES DIVISION {ACD}, Hindustan Aeronautics Limited payable at Bangalore or Bank Guarantee (**as per format at Annexure**) is to be submitted through bank or wire transfer. EMD can also be paid through SWIFT / Wire Transfer. It may please be noted that wire transfer from one bank to another generally takes 3 to 4 days. **It will be responsibility of the bidder to ensure money is credited to HAL account within the due date and time. All bank charges will be to bidders account.**

#### Bank details :

ACCOUNT NAME : HAL – AEROSPACE COMPOSITES DIVISION

ADDRESS : AIRCRAFT RESEARCH & DESIGN CENTRE,  
MARTHAHALLI POST, BANGALORE, KARNATAKA – 560037

ACCOUNT NUMBER : 00000030435202331

IFSC CODE : SBIN0001114

MICR CODE : 560002018



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The details of EMD submitted via DD/PO/BC/BG/wire transfer, i.e. reference number, date and name of issuing bank along with the validity date (in case of BG, DD, etc.), & UTR no. in case of wire transfer should be mentioned clearly in the technical bid. EMD should be submitted on or before the due date & time in a sealed cover with tender reference.

EMD should be submitted only in the specified formats as mentioned above to the following address:

CHIEF MANAGER (IMM)  
HINDUSTAN AERONAUTICS LIMITED,  
AEROSPACE COMPOSITES DIVISION  
MARATHAHALLI POST  
BANGALORE – 560 037, INDIA  
TEL: 0091-80-22319040/22324462

OR

Alternatively the sealed cover with tender reference containing only the EMD should be dropped in the tender box of ACD-HAL, kept at Material / Main Gate of Aircraft Research & Design centre (ARDC) & ACD, on or before the tender due date and time specified in tender. HAL will not be responsible for any transit/postal delay or delay due to any other reasons in receipt of original form of EMD.

- b. In case of any supplier exempted for submission of EMD as per Govt. of India directives, must submit certified copy of GOI's authority for such exemption in lieu of EMD. The relevant certificate should be valid on the date of tender opening. A copy of the relevant certification should be submitted along with the Technical bid. Offers without the relevant certificate would be treated as unresponsive and rejected. Also, while processing the tender as well as if order is placed on bidder, this certificate should be valid and in case the certificate is not valid, EMD of same value as mentioned above has to be deposited.
- c. EMD needs to be submitted by participating bidder. However, the EMD remittance document, either in Indian currency or any other convertible currency of the specified amount, can be arranged by the Indian subsidiary/branch office in India of a foreign bidder which shall be submitted along with a certificate confirming the relationship of subsidiary/branch office in the bidder's offer. Offers not accompanied with requisite amount of EMD or EMD not submitted in the specified form or offers not having a valid certificate (as mentioned in the above para b) shall be summarily rejected.
- d. Original EMD document / instruments should be submitted before the due date.. Submission of original EMD document / instruments at a later date is not acceptable. Without EMD (subject to provision on para-b above), bid would be considered as unresponsive and rejected.
- e. In case EMD is submitted in the form of Bank Guarantee, the same is to be submitted in the form of Irrevocable Bank Guarantee from any Scheduled Bank or in case of foreign bidders, from Bank of international repute, directly to HAL's bank, in the format attached. **The Bank Guarantee should be valid for 28 days beyond the validity of the bid (180 days +28 days).**
- f. The EMD will not carry any interest for the period it is retained with HAL. The EMD shall be forfeited if a Bidder withdraws amends, impairs and/or derogates from tender within validity.
- g. The EMD amount will be refunded /Bank Guarantee will be returned to unsuccessful bidder(s) as per HAL guide lines.



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**If the Original EMD Document is not received on or before the due date despite having submitted the scanned copy, the bid will be rejected in toto.**

**9.6 Security Deposit:**

- a. The successful vendor, shall have to deposit 5% of the basic value of the order as Security Deposit within 15 days of receipt of the purchase order, by demand draft or bank guarantee in a prescribed format of H.A.L from a Scheduled bank in India / Bank of International repute (for foreign vendors), valid up to 60 days after the completion of contract period/last supply. This Security Deposit will bear no interest and will be returned only after the contract is completed to the entire satisfaction of H.A.L.
- b. In case the contract is not executed to the entire satisfaction of H.A.L, the security deposit shall be forfeited, besides initiation of risk purchase action.
- c. No claim will be entertained against HAL either in respect of interest, if any due on the security deposit or depreciation in value.
- d. On due performance and completion of the contract in all respects, the security deposit will be returned to the vendor, without any interest, on presentation of absolute "No Demand Certificate" and upon return in good condition of any specifications, drawings, samples or any other property belonging to the purchaser, which may have been issued to the vendor.

**9.7 Bank Guarantee:**

- a. BGs will not be accepted by ACD-HAL directly from the bidder. **BGs should be sent to HAL directly by the issuing Bank under Registered Post (A.D.).** No confirmation of B.G. is required from issuing Bank, if the B .G. executed by Scheduled / Nationalized Banks is received in Banker's sealed envelope. In case of BG to be submitted in lieu of EMD, the original BG should be sent to ACD-HAL directly by issuing bank within the due date & time and the scanned BG should be submitted along with technical bid.
- b. In exceptional cases, where the BGs are received through the bidders, the issuing branch is required to immediately (within the due date and time of the tender) send by Registered Post (A.D.), an unstamped duplicate copy of the guarantee directly to HAL with a covering letter to compare with the original BGs and confirm that the same is in order.
- c. If Foreign Bank Guarantee is submitted directly from Foreign Bank then it should be ensured that:
  - (a) Original Bank Guarantee is in SWIFTMT760 Format.
  - (b) Any amendment is in SWIFTMT767 Format.
  - (c) Any correspondence is in SWIFTMT799 Format to avoid any forgery.
- d. In order to have genuineness of the BG, the name, designation and code numbers of the Bank officer/officers signing the BGs should be incorporated under the signature(s) of the officials signing the BGs.

**10. Non-compliance, if any**

Bidder should indicate clearly if any non-compliance is proposed by them. It may please be noted that such non-compliance will be seen critically and may have adverse impact in qualification of the bid.





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## 11. Price Bid

### 11.1

It should be ensured that all prices/ values are specified strictly in the Price Format (Part – III). **NO SUBSEQUENT ADDITION / ALTERATION / CLAIM WILL BE ENTERTAINED OVER AND ABOVE THE OFFER, AFTER THE DUE DATE FOR SUBMISSION OF BIDS.** Offers without complete information and pricing will be treated as incomplete and will not be considered for evaluation.

HAL is not bound to accept the lowest or any quotation and reserves the right of accepting the whole or any part of the quotation or part of the quantity offered and the bidder must supply the same at the rate quoted.

### 11.2 Applicable taxes and duties, if any

Bidder needs to provide details of additional taxes and duties payable by HAL, if any, over the rate/ price quoted. These details have to be quoted /mentioned separately in price bid.

## 12. Evaluation process and Acceptance Criteria

### 12.1 Technical bid opening

Technical bid would be opened after the closing date of bids. Please note that offers submitted after the due date will not be considered and will not be opened.

### 12.2. Techno-commercial evaluation without prices

All the technical bids submitted by the bidders would be opened and examined for adherence/compliance to the requirements as specified in this REQUEST FOR BIDS. In case of ambiguity or non-clarity in statements given by the bidders, HAL may seek information/ clarification from any or all the bidders. HAL may also use its right to call for demonstration of the System / machine or evaluation of the proposed development plan before concluding the technical evaluation. Only such offers that meet HAL requirements shall be short listed for further evaluation.

Evaluation criteria as defined above, is to be read in conjunction with the points mentioned in the Part – I, II and this document. **Parameters mentioned as essential in the tender documents are to be complied mandatorily failing which bid will not be considered for further evaluation.**

**The detailed evaluation criteria are defined in the PART – I document for technical and PART- II document for the commercial.**

### 12.3 Price Bid Opening

Price bids of short listed bidders whose technical bids have been found to be meeting HAL's requirement would be opened at IMM department, ACD-HAL. The date and time information would be provided separately to successful bidders only. Technically qualified bidders may witness the tender opening in person at IMM department, ACD-HAL, if they wish to.

### 12.4 Price evaluation

12.4.1 It may be noted that the price evaluation would be based on the criteria mentioned in PART – III. Details of Taxes and Duties to be mentioned in Part III (B). Break-up of the prices mentioned in Part III (A) to be provided in Price Break-up sheet i.e. Part III (C). The prices of additional items, not covered in Part III (A), which vendor intend to supply i.e. optional items, needs to be mentioned in Part III (D). **Evaluation of price bids will be based on criteria mentioned in Part III Price bid.**



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HAL reserves the right to limit the order covering the requirement of basic machine, spares or only the basic machine or otherwise. AMC order will be placed at the discretion of ACD-HAL after warranty period.

12.4.2 In case of foreign bidders, the total value quoted in foreign currency as per price format will be converted to Indian Rupees (for comparison purpose) by adopting the foreign currency exchange rate prevailing on the date of Price bid opening. For any reason, if the exchange rate is not available on the date of tender opening, the next available exchange rate will be adopted.

12.4.3 **The prices quoted will be evaluated on FOR destination, HAL-ACD Bangalore basis, i.e. landed cost basis.** Hence, in case of foreign bidders wherein bidder has offered different delivery terms (Incoterms), the same will be loaded to arrive at the landed cost of the items at ACD-HAL for the evaluation purpose.

Indigenous bidders should quote FOR destination, ACD-HAL Bangalore prices; otherwise loading of Freight and Insurance charges would be done as per REQUEST FOR BIDS.

12.4.4 The other cost implication viz. Duty, Taxes and other Govt. levies (as applicable) etc. will also be taken into account during commercial evaluation.

**IMPORTANT NOTE:**

- a) All the documents in Tender are to be submitted only in English.
- b) The prices are to be quoted as per the Format in Part – III. **NO AMENDMENTS SHALL BE ALLOWED, TO THE PRICES QUOTED, AT A LATER STAGE.**
- c) Statements like ‘Will be charged extra’, ‘Will be quoted later’, ‘Price will be given after expiry of warranty’ etc. are **NOT ACCEPTABLE**. This may lead to the rejection of offer. Wherever, drawings, technical details, catalogs etc. are requested in the Technical specifications, the same have to be submitted along with the Technical bid.
- d) **THE PRICE QUOTED IN THE OFFER SHOULD BE FULL AND FINAL. THE SAME WILL BE CONSIDERED FOR EVALUATION.**
- e) Any clarifications on the tender can be sent at the address or e-mail id mentioned below:

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HINDUSTAN AERONAUTICS LIMITED,  
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MARATHAHALLI POST  
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FAX: 0091-80-22319045  
E-mail: ak.raju@hal-india.co.in  
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- f) Bidders are requested to submit their bids in Two Bid System (Technical and Price bid) online at HAL’s e-procurement portal (<http://eproc.hal-india.co.in> or link to e-Procurement through [www.hal-india.co.in](http://www.hal-india.co.in)). Bids not submitted through e-procurement portal will not be considered and will be rejected (No Hard copies of Technical and Price bid should be submitted).
- g) **For any corrigendum / addendum (if any) of this tender will be hosted in HAL web site .Please refer tender section of HAL web site [www.hal-india.co.in](http://www.hal-india.co.in)**





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**h) For any variance w.r.t EMD,SD,PBG etc., and others HAL-Purchase Manual Guidelines will be followed**

Thank You.

Yours faithfully,  
For Hindustan Aeronautics Ltd,

s/d  
(A. K. RAJU)  
Chief Manager (IMM)

**Enclosures:**

1. Part – I : Technical Specification
2. Part – II : Commercial Terms and Conditions
3. Part – III : Price bid
4. Annexure – I : Format of Bank Guarantee towards Earnest Money
5. General Info
6. AppendixA : Public Procurement Preference terms & conditions
7. ECS format