



**HINDUSTAN AERONAUTICS LIMITED**

Airport Services Centre (ASC) Division,  
IMM Department  
Gate No.30, Vimanapura Post  
Bangalore – 560 017, INDIA

<b>TENDER NO: HAL/ASC/G01/2018 DATE: 18-January-2018</b>	
<b>Tender closing (Last date for submission of bids)</b>	<b>Due Date :16-February-2018</b> <b>Time : 23:55 Hrs Indian Standard Time (IST)</b>
<b>Tender opening dates</b>	
<b>Technical Bid Opening</b>	<b>17-February-2018</b> <b>Time: 1000 Hrs IST</b>
<b>Commercial / Price Bid opening</b>	<b>Will be intimated later to the technically qualified bidders only.</b>
<b>Date of Tender Document on website</b>	<b>18-January-2018 to 16-February-2018</b>
	From : Mr. P. Loganathan Chief Manager (IMM)-ASC, Airport Services Centre Division
	Tel: +91-80-2231 2127/ 2232 3270 Fax: +91-80-2231 2127 E-mail: purchase_asc@hal-india.com

**Important Note:**

Bidders are requested to submit their proposals (Technical and Price bid) online at HAL's e-procurement portal (<http://eproc.hal-india.com> or link to e-Procurement through [www.hal-india.com](http://www.hal-india.com)). Tenders not submitted through e-procurement portal will not be considered and will be rejected (Hard copies of Technical and Price bid should NOT be submitted). Only Original signed Integrity Pact (IP) and Original Earnest Money Deposit (EMD) Instrument should be submitted in a sealed cover super-scribing tender reference on or before the due date & time.

Corrigendum to tender, if any, will be issued through HAL's e-portal and published on HAL's website.

**Subject: Supply, Installation, Testing & Commissioning (SITC) of Air Traffic Management Automation System (ATMAS) & Subsystems at HAL Airport, Bangalore, Qty – 01 set as per Enhancement & Modernization Program of HAL ATM Automation, Surveillance & Information Systems (EMPHASIS) detailed in Technical Specification placed at Annexure - A and Comprehensive Annual Maintenance Contract (CAMC) after the free warranty of two years**

**1. Requirement Definition:**

The detailed technical specifications for **Air Traffic Management Automation System (ATMAS) & Subsystems and CAMC** are (as per Ref: HAL/ASC/G01/2018, dated. 18.01.2018) attached as **Annexure-A** to this RFQ.

***The important components of the ENHANCEMENT & MODERNIZATION PROGRAM OF HAL ATM AUTOMATION, SURVEILLANCE & INFORMATION SYSTEMS (EMPHASIS) are:***

- a) ATM Automation System with all necessary & specified components***
- b) ADS – B Receiver***
- c) Stand alone voice recorder***
- d) ATC Simulator***
- e) Digital Airport Terminal Information System (DATIS )***
- f) Automated Self Briefing System (ASBS)***
- g) Information Display Systems***
- h) Video wall***
- i) Consoles etc. &***
- j) Free Warranty of two (02) years***
- k) Comprehensive AMC for all the components of EMPHASIS***

Pre Qualification Criteria (PQC) is indicated in the Technical specifications. All bidders need to provide compliance to the same. In absence of compliance to PQC, **offer shall be summarily rejected.**

- 1.1 Bidder to submit technical offer as per **Annexure-A**.
- 1.2 Bidder to submit the Price Bid as per **Annexure-B** of the RFQ.
- 1.3 **Failure to submit the technical offer as per 1.1 and price bid as per 1.2 will lead to summarily rejection of the offer by HAL.**

## **2. Technical Evaluation:**

The Technical Specification for ATMAS & Subsystems shall be as per **Annexure-A** of this RFQ. Technical Proposal (also referred as Technical Bid) should contain Compliance matrix confirming point-by-point compliance to all para of **Pre Qualification Criteria &** Technical Specifications enclosed at **Annexure-A**, Compliance matrix against Commercial terms and conditions enclosed at **Annexure-C**, unpriced price bid as per **Annexure-B1**, Signed Integrity Pact as per **Annexure-D**, Original instrument towards **EMD**, compliance to checklist as per **Annexure-H** and compliance matrix against warranty & spare list **Annexure - J**.

## **3. Commercial Evaluation:**

- 3.1 It may be noted that the **commercial evaluation shall be done on the total value including taxes and duties/landed cost for Supply, Installation, Testing & Commissioning of ATMAS & Subsystem at HAL Airport, Training/Technical assistance with 2 years free warranty and mandatory CAMC for 4 years after free warranty period** (for requirement as indicated in the price bid (**Annexure B**)).
- 3.2 The prices will be firm & fixed till completion of supply, successful installation of ATMAS and sub system with 2 years free warranty and mandatory CAMC for 4 years after free warranty period.

- 3.3 The lowest offer will be arrived based on the evaluated price calculated by adding necessary loadings for price leveling, if required, to the total value quoted by bidder for ATMAS & Sub systems as indicated in the price bid.
- 3.4 In case, if any bidder is not accepting the Liquidated Damages clause, in such cases, maximum LD amount (10%)/ to the extent of not agreed LD value, will be loaded in the Comparative Statement, to determine the successful bidder. **If the quotation is silent about LD clause, it will be considered as the acceptance of LD clause.**
- 3.5 If two or more bidders quote the same price, the following factors will be considered to determine the lowest bidder.
- a. Payment terms & b. Delivery Terms.
- 3.6 If any additional/ alternate wording is proposed to the HAL commercial terms & conditions enclosed with RFQ, which involves financial implications to HAL, the same will also be loaded accordingly. In this regard, HAL's decision is final and binding on the parties.
- 3.7 The bidder shall submit **Goods and Service Tax (GST)** Registration Number and **HSN Code** of the item(s) under this RFQ along with the bid. The prevailing GST rate on price bid opening date will be considered for commercial evaluation.
- 3.8 **Delivery/Taxes & Duties:**

**i. Foreign Bidders:**

Price quoted should be on DAP, HAL, Bangalore or FOB at nearest airport basis.

**If prices quoted are not DAP, HAL, Bangalore basis, then 2.22%** of total value of deliverables will be loaded for evaluation purpose towards Freight & Insurance charges/ Assessable value, if the same is not included in the offered delivery/INCO terms.

HAL will not issue Customs Duty Exemption Certificate. **Indian Customs duty will be paid by HAL.**

Hence, Customs Duty (CD) along with Integrated GST (IGST) as applicable (on Price Bid Opening Day as mentioned in the RFQ) shall be loaded in case of foreign bidders wherever applicable.

**ii. Indigenous bidders:**

All bidders should invariably quote FOR HAL, Airport Services Centre Division, Bangalore basis only. Quoted prices should be inclusive of transit insurance.

Applicable taxes and duties (GST, if any) should be mentioned explicitly by the bidder in the quotation, either in percentage or in absolute terms. Indicated taxes would be considered for price evaluation. **In the absence of this input, the offer would be considered all inclusive.**

## 4 GUIDELINES FOR SUBMISSION OF BIDS:

### 4.1 Earnest Money Deposit (EMD):

- a. An EMD amount of 3,00,000.00 INR (Indian Rupees Three Lakhs only) for Indian Bidder, or in case of Foreign Bidder, EMD to be submitted in any freely convertible currency equivalent to 3,00,000.00 INR Value based on exchange rate i.e. TT selling rate as on the date of instrument of EMD. The EMD shall be submitted in the form of Demand Draft/ Banker's Cheque/ Pay order drawn in favour of "Airport Services Centre, Hindustan Aeronautics Limited" payable at Bengaluru or in the form of Irrevocable Bank Guarantee (as per format enclosed at **Annexure-E**) from the scheduled banks valid for 28 days beyond the validity of the Bid or the EMD amount can be sent through SWIFT/ WIRE transfer to HAL account as per details given below, the proof of which shall accompany the bidder's offer (should be part of technical bid document). Please note that in the event the EMD amount is sent through SWIFT/ WIRE transfer, the net amount credited to HAL account should be as mentioned above (i.e. all associated bank charges need to be borne by the bidder only). In the absence of the same, the **offer will be summarily rejected.**

#### **Account and Bank Details for payment of EMD by SWIFT/ Wire transfer**

BANK NAME : STATE BANK OF INDIA (SBI)  
ACCOUNT NAME : HINDUSTAN AERONAUTICS LIMITED, ASC  
ACCOUNT NO : 10918220680  
IFSC CODE : SBIN0001114  
MICR CODE : 560002018  
BRANCH : HAL BRANCH  
PLACE : BANGALORE

No other means of payment will be accepted.

- b. EMD should be submitted along with Technical Bid. EMD in original form will only be acceptable. Copies of EMD documents/ instruments will not be acceptable. In case of non-receipt of **original instrument towards EMD, offer will be considered as unresponsive and rejected.**
- c. In case of SSI/ NSIC suppliers, if they are exempted for submission of EMD, they can select EXEMPTION option, enter the relevant reference and submit the tender. The relevant certifications should be scanned and uploaded with the technical bid. **Offers without the relevant certificates would be treated as unresponsive and rejected.**
- d. **Bidders exempted from the submission of EMD as per Govt. of India directives must submit certified copy of GOI's authority for such exemption in lieu of EMD.**
- e. EMD will not carry any interest for the period it is retained with HAL. EMD shall be forfeited if a bidder withdraws amends, impairs, and/ or derogates from tender within validity.

- f. The Bidders should indicate the reference & details of submission of EMD in their technical bid. **The EMD in the form of hard copy in original to be sent by post/ courier/ personal delivery to reach the Division before the scheduled closing date and time of the tender.**
- g. The scanned copy of such documents should be attached in the technical bid of the e-tender. **Offers where Earnest Money Deposit is not received before the due date and time would be considered as unresponsive and rejected.** In case of WIRE/ SWIFT transfers, the transaction code is to be mentioned in the technical bid.
- h. HAL will not be responsible for any transit/ postal delay in receipt of EMD.
- i. EMD furnished by the successful bidder shall be appropriated for Security Deposit or Performance Bank Guarantee for the warranty period.

#### **4.2 Security Deposit:**

- a. **Security Deposit:** Bidders are required to submit the Security Deposit equivalent to 5% of the total order value excluding taxes (If taxes and duties quoted separately otherwise total order value quoted) of the order within 15 days of issuance of purchase order by way of Demand Draft or Bank Guarantee in a prescribed format (enclosed at **Annexure-F**) of HAL from a scheduled Bank in India/Bank of International repute for foreign bidders which shall be valid up to 60 days after the completion of contract period (i.e. Mandatory CAMC period).
- b. Firstly, security deposit will be valid up to final acceptance of the supplies which will be re-appropriated to make a part of PBG of 10% of the total order value excluding taxes (If taxes and duties quoted separately otherwise total order value quoted) valid for 02 years of free warranty period. Further, at the end of the warranty period 5% of the total order value excluding taxes (If taxes and duties quoted separately otherwise total order value quoted) will be retained as security deposit for CAMC period valid up to 60 days after the completion of CAMC period.
- c. Security Deposit will bear no interest. In case the supply order/ contract are not executed to the entire satisfaction of HAL, the Security Deposit will be forfeited besides initiation of risk purchase action. In case any claims or any other contract obligations (related to supplies excluding warranty) are outstanding, the bidder shall be required to extend the Security Deposit as required till such time the bidder settles all claims and complete such obligations.
- d. Alternatively, in case of Public Sector Undertakings, Indemnity Bond of the equivalent amount towards Security Deposit may be submitted by the Public Sector Undertaking.
- e. **Loading factor of 5%** will be considered while preparing Price Comparative Statement for bidders who have not agreed for submission of Security Deposit.

#### **4.3 Performance Bank Guarantee (PBG):**

- a. Bidder shall furnish a Performance Bank Guarantee as per HAL's format (enclosed at **Annexure-G**) from a scheduled bank in India/Bank of international repute for foreign bidder for 10% of the total order value excluding taxes (If taxes and duties quoted separately otherwise total order value quoted) valid up to end of the

warranty period from the date of acceptance or otherwise equivalent amount will be retained till the completion of free warranty period and other obligation of Purchase Order/ contract.

- b. The bidder may give consent to re-appropriate the security deposit of 5% to make a part of PBG of 10% of the total order value excluding taxes (If taxes and duties quoted separately otherwise total order value quoted).
- c. In case bidder does not agree for Performance Bank Guarantee/ retention of equivalent amount, **the offer will be summarily rejected.**

#### 4.4 Integrity Pact (IP):

- a. Bidder should sign (duly signed by authorized signatory) and submit **hard copy of original and signed Integrity Pact strictly as per the format attached (Annexure-D) in a sealed envelope marked as "Integrity Pact" indicating Tender Reference and due date.** The sealed separate envelope (super-scribed with tender number & due date) having signed Integrity Pact should reach Airport Services Centre (ASC) Division on or before the tender due date and time or alternatively the sealed cover containing the signed Integrity Pact should be dropped in the tender box (of ASC Division) kept at Reception (30 Gate) of ASC division on or before the tender due date and time specified in RFQ. HAL will not be responsible for any transit/ postal delay or delay due to any other reasons in receipt of signed IP. A copy of signed IP should also be scanned and attached with the technical bid, which has to be submitted online through e-Procurement portal.
- b. Bid with any deviation from HAL's format of Integrity Pact will be **summarily rejected.**
- c. Entering into Integrity Pact is **preliminary qualification.**
- d. **Submission of Integrity Pact in HAL's format duly signed is mandatory to consider the offer for evaluations.**
- e. Bidder can select either **Standalone IP or Omnibus IP** for signing with HAL. Both Standalone IP and Omnibus IP formats attached (Annexure-D).
- f. IP Signed (**Standalone IP or Omnibus IP**) should be valid till completion of contract/agreement (validity extension should be provided till 12 months after the last payment made.)
- g. In case the bidder had already signed **Omnibus IP** with any divisions of HAL and same is valid then enclose the copy of the same against this tender.
- h. In respect of IP and its monitoring, there is an Independent External Monitor (IEM). Presently Shri Ramachandran Venkataramani is the IEM with contact details as under:

Shri Ramachandran Venkataramani  
No.4709, Konzept Vijay Residency,  
Nandi Enclave, 2<sup>nd</sup> Cross,

Banashankari III Stage,  
Bangalore-560 085  
Tel No.: +91-80-4204 0100  
Mobile No.: +91-97312 22888  
E-mail Id: ramkamal9805@rediffmail.com / [ramkamal9810@gmail.com](mailto:ramkamal9810@gmail.com).

All clarification/ query/ status w.r.t. tender & request for validity extension of the tender should be forwarded to HAL-ASC only and not to the IEM except query related to Integrity Pact.

Signed IP in original should be forwarded to HAL-ASC and **not to IEM**.

#### **5. TECHNICAL BID (Online submission through HAL's e-Procurement Portal):**

Technical Proposal (also referred as Technical Bid), should contain all the technical information as detailed below pertaining to components of EMPHASIS:

- i) Compliance matrix confirming Para wise compliance to all para of **Pre Qualification Criteria & Technical Specifications** enclosed at **Annexure-A**, Compliance matrix against **Commercial terms and conditions at Annexure-C**, original instrument towards **EMD, Signed Integrity Pact (IP) as per Annexure-D** and compliance matrix against warranty, spares & spare list as per **Annexure - J & J1** should be attached with the technical proposal.

- ii) **Checklist:**

Bidder should attach duly filled in check list as given in **Annexure-H** of this RFQ.

- iii) **Unpriced Price bid:**

The unpriced price bid along with technical bid as per the format given in **Annexure-B1** of this RFQ must be submitted as a part of Technical Bid.

Bidder should submit the unpriced bid (**Annexure-B1**) as given with RFQ. The **price figures should not be filled** in the format attached with technical bid. Bidder should indicate "Quoted"/ "Not Quoted" (Yes/No) in price column.

Bidders to ensure that the pricing aspects either in PDF form or any other form are not mentioned in the technical bid. **If bidder submits price bid/ indicate pricing aspects in technical bid, the bid will not be considered for evaluation and will be rejected.**

- iv) **Non-compliance, if any :**

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

- v) **Bill of Quantity (BOQ) :**

Detailed List of deliverables – (Bill Of Quantity) with Part No., Make & Model number of equipment and accessories offered to be submitted which will be meeting the operational and technical requirement as spelt out in **Annexure - A, WITHOUT INDICATING THE PRICE.**

#### **6. COMMERCIAL BID (Online submission through HAL's e-Procurement Portal):**

The Commercial bid should contain detailed prices pertaining to Supply, Installation, Testing and Commissioning of ATMAS, Sub System, Training and mandatory CAMC for 4 years after 2 years of free warranty period as per the price format placed at **Annexure-B** of RFQ.

It is also requested the bidder to quote for CAMC for a period of 6 years (Optional: After 2 years free warranty and mandatory CAMC for 4 years). This may be submitted as year wise price escalation for 06 years from the last year of the mandatory CAMC.

#### **7. Integrity Pact and EMD:-**

The Original duly signed Integrity Pact as per HAL's format and original EMD document are to be submitted in a sealed envelope super scribing the tender reference and due date so as to reach HAL ASC on or before due date and time of tender on following address (HAL will not be responsible for any transit/ postal delay):

**P Loganathan**

**Chief Manager (IMM)-ASC**

**Airport Services Centre Division, Hindustan Aeronautics Limited,**

**Gate no. 30, Vimanapura (P.O), Bengaluru, Karnataka, India PIN – 560017**

**TEL: 080-2231 2127/2232 3270, Mobile No: +91- 94494 57944, FAX: 080-2231 2127**

**E-MAIL: purchase\_asc @ hal-india.com**

#### **8. Tender Opening:-**

##### **a. Technical bid opening:-**

Technical bid against this RFQ would be opened on **17-February-2018 at 10:00 hrs (IST)**. All interested bidders may witness the tender opening online by logging into HAL's e-Procurement portal. Along with online technical bid opening, sealed envelope received for Original EMD and Integrity Pact will also be opened.

##### **b. Commercial Bid Opening:-**

Commercial bids of technically accepted/ short listed bidders, whose technical bids have been found to be meeting HAL's requirement would be opened online. The date and time information would be provided separately to only successful bidders. Technically qualified bidders may witness the tender opening online by logging into HAL's e-Procurement portal.

#### **Note:**

1. HAL will not be responsible for the loss or delay in receipt of tender documents/ tender in transit. HAL will not be responsible for inability of bidder to upload the tender document in e-procurement portal. HAL reserves the right to reject Late/ incomplete tenders.
2. **The quote should cover the following:**
  - Price quoted should be on F.O.R., ASC Division, HAL Bangalore (For Indian Bidders) and DAP or FOB basis inclusive of all charges (For Foreign Bidders).
  - Validity of Quotation: **180 Days**.
  - **Conditional offers are not acceptable.**



- It may be ensured that all prices/ values payable are specified in the Price Format i.e. **Annexure-B**. No subsequent addition/ alteration/ claim will be entertained over and above the quote. **Offers without complete information and pricing will be treated as incomplete and will not be considered for evaluation.**
- 3. HAL has not appointed any agent in India or outside India for procurement of any items and deals directly with bidders. In case, any individual or firm approaches any bidder posing themselves as authorized agent of HAL, it is requested that the bidder should not entertain such claim and in addition inform HAL immediately.
- 4. Canvassing by bidders in any form, including unsolicited letters on tenders submitted or post tender corrections shall render such tenders liable for summary rejection.
- 5. Further to above, this RFQ is also bound by Terms and Conditions as mentioned in **Annexure-C**. Please forward the compliance for the same.
- 6. HAL reserves the right to cancel this RFQ in partial or in whole, without assigning any reasons thereof.
- 7. This RFQ does not oblige HAL to pay any cost incurred in the preparation or submission of any response including technical/ commercial proposals from bidder. HAL reserves the right to reject any and/ or all responses received to this RFQ without assigning any reasons.
- 8. Any queries regarding this RFQ may be sent to the email [purchase\\_asc@hal-india.com](mailto:purchase_asc@hal-india.com). The clarifications will be published in the HAL website ([www.hal-india.com](http://www.hal-india.com)). The bidders are requested to periodically check the website for the same. For any clarifications on this RFQ, the bidder may please contact:

**P Loganathan**

**Chief Manager (IMM)-ASC**

**Airport Services Centre Division, Hindustan Aeronautics Limited,**

**Gate no. 30, Vimanapura (P.O), Bengaluru, Karnataka, India PIN – 560017**

**TEL: 080-2231 2127/2232 1498, Mobile No: +91- 94494 57944,**

**FAX: 080-2231 2127**

**E-MAIL: [purchase\\_asc @ hal-india.com](mailto:purchase_asc@hal-india.com)**

#### **9. Rejection Criteria:**

Bidders are requested to note the following clauses which will result in the rejection of the bids:

- i) Non-submission of original instrument towards EMD
- ii) Non-submission of original signed Integrity Pact
- iii) Deviation from HAL's Integrity Pact format.
- iv) Non-agreement to PBG clause
- v) Inclusion of any price details in the technical bid
- vi) Non-compliance to any of the Pre Qualification Criteria (PQC)

#### **10. ADDITIONAL INFORMATION:**

Please note that offers/ IP/ EMD submitted after the due date **will not be considered and will not be opened.**

**Further, offers received (except Integrity Pact/ EMD) in the form of Hard copy (courier/ post/ hand dropping in tender box)/ E-mail/ Fax or any other mode (other than submitting online through HAL's e-Procurement portal) will not be considered and will be rejected.**

**Tender Documents:** The bidders should download all tender documents directly from HAL e-procurement portal (<http://eproc.hal-india.com>) or link to e-Procurement through [www.hal-india.com](http://www.hal-india.com)) or HAL website [www.hal-india.com](http://www.hal-india.com).

**Amendments/ Corrigendum/ Addendum to tender documents, if any, will be published on HAL website ([www.hal-india.com](http://www.hal-india.com)).**

**11. For submission of offer through HAL e-procurement portal, bidder needs to obtain class-III Digital Signature Certificate (DSC) and register the company name on HAL's e-portal. For information/ assistance to obtain class-III DSC and registration, please visit HAL's e-portal (<http://eproc.hal-india.com>) or contact HAL's e-procurement helpdesk No- +91-080-2232 3697/ 3698 or [ephelpdesk@hal-india.com](mailto:ephelpdesk@hal-india.com).**

**12. Kindly acknowledge the receipt of the RFQ by Fax/ E-mail as soon as it is received.**

Regards,

S/d  
**(P. Loganathan)**  
**Chief Manager (IMM)-ASC**

**Enclosures:**

- |                |                                                           |
|----------------|-----------------------------------------------------------|
| Annexure-A     | - PQC & Technical specifications                          |
| Annexure-B     | - Price Bid                                               |
| Annexure-B1    | - UN priced price bid                                     |
| Annexure-C     | - Commercial Terms and conditions                         |
| Annexure-D     | - Integrity Pact (IP) format                              |
| Annexure-E     | - Format for Bank Guarantee towards Earnest Money Deposit |
| Annexure-F     | - Format of Bank Guarantee for Security Deposit           |
| Annexure-G     | - Performance Bank Guarantee format                       |
| Annexure-H     | - Checklist                                               |
| Annexure-I     | - Indicative Sample Design of Consoles                    |
| Annexure-J     | - Warranty and Spares                                     |
| Annexure-J1    | - Indicative Spare List                                   |
| Annexure-K1&K2 | - PAN declaration                                         |