

**INDIAN INSTITUTE OF TROPICAL METEOROLOGY**  
**DR. HOMI BHABHA ROAD, PASHAN, PUNE – 411 008**

PS/125/21/2018

23<sup>rd</sup> March 2019

**SUB : Minutes of the Pre-bid meeting of “Supply, Installation, Successful Commissioning & Maintenance of New Instrumented Aircraft System for Atmospheric Research” Qty -01 System.**

A Pre-bid meeting for “**Supply, Installation, Successful Commissioning & Maintenance of New Instrumented Aircraft System for Atmospheric Research**” - Qty 01 System (as per the tender document) was held on 8<sup>th</sup> February 2019 at 1000 hrs. at IITM, Pune.

In response to our Tender Notice No. PS/125/21/2018, the following prospective bidders / firms / companies / OEM have posed queries regarding RFP and representatives of vendor No. 1, 2 and 3 attended the Pre-bid meeting/discussions.

1. M/s. Droplet Measurement Technologies, LLC, USA
2. M/s. Norwegian Special Mission AS, Norway
3. M/s. Kyathi Climate Modification Consultants (LLP), Bangalore
4. M/s. Jubilant Enpro Pvt,Ltd, New Delhi
5. M/s. Microcomm, New Delhi

Committee went through all the queries submitted by the vendors and responses were prepared. Subsequently these points were also discussed with the vendors.

The Committee recommended that the following modifications need to be incorporated in the RFP.

- a) The Prices to be quoted by the vendors will be sought exclusive of Indian Customs Duty and Indian Taxes but inclusive of packing, shipping, insurance etc. and so that the comparison of the bids can be carried out logically. Also the bids for every line item will have currency and amount (as shown in table format below). Customs Duty and taxes will be computed by IITM as per applicable norms for preparing comparative statement.

Sl.No	Item Description	Qty.	Total Cost in Foreign Currency		Total Cost in INR Currency	
			Goods / Product	Services	Goods / Product	Services
1	Line item # (excluding Indian Government Statutory like Custom Duty & GST, etc.)					

However, final cost of the tender document will be only on the basis of total amount including all taxes and there should not be any changes in L1 bidder in both the cases (ie, cost without taxes and final cost with taxes). The award amount should be the cost inclusive of all taxes.

- b) The RFP seeks brand new Aircraft and scientific equipment. However, the integrator needs to have ownership of the Aircraft and equipment to carry out integration and testing.
- c) All modifications of the IAS to be carried out on brand new Aircraft and during the modification time it should not be used for any purpose other than instrument integration and testing.
- d) In the technical specification of LIDAR, the wavelength should read as 532nm and 1064nm with dual polarization capability at 532nm. The Pulse Repetition Frequency should be 2 kHz to 3 kHz.
- e) IWC probe need not be part of Cloud Aerosol Precipitation Spectrometer. It can be a separate instrument.
- f) The Committee clarified that SAT is in addition to FAT and comprises 15 hours of test flights in India.

The committee also recommends to extend the last date of submission of bids by another eight weeks from the date of publication of pre-bid meeting minutes as requested by the various bidders. The response to pre-bid queries and the modified price bid format is attached as Annexure-I and Annexure-II respectively.

Queries received from M/s. Droplet Measurement Technologies, LLC, CO, USA				
Sl. No.	Clause No. / Page No.	Description	Question/ Suggestion	IITM Replay / Remarks
1			What criteria are used for Delivery and Acceptance of IAS and how is acceptance then communicated by the Buyer to the Contractor?	<b>Please refer Clause No. 11 of Part-III Special terms of contract &amp; Clause No. 3 of Part-IV (Scope of work)</b>
2	P-90, 90-93	In page 90 in 'Specifications of scientific instruments', the details to be compiled by Bidder include an 'STC No'. Scientific instruments that Droplet Measurement Technologies manufactures are not required to have an STC number, the modified aircraft is required to have an STC number.	Can you clarify why an STC number is required for each variable in the specification table page 90-93?	<b>In table specified on pg. no. 90-93, the buyer will like to know the technical details like model/ make/ company, range of instrument offered by the bidder. The buyer would like to ascertain that each of the quoted instruments has airborne in the past, STC with proposed aircraft is available or not and if available, specify the STC number.</b>

3	P-91	In page 91 in 'Cloud Physics Instruments' a variable is described as 'Cloud Aerosol Precipitation Spectrometer with polarization integrated with Hotwire LWC, temperature, RH and Nevzerov IWC'. We are aware of an instrument that fulfills almost all specifications, except for the integrated Nevzerov IWC'. In addition, the Nevzerov IWC is listed separately as an additional variable.	Can you clarify whether two Nevzerov IWC are being requested?	<b>Need to integrate Nevzerov IWC probe is removed.</b>
4		The Nevzerov IWC probe is comparable to another commercially available instrument with similar specifications. Both instruments measure total water and liquid water. The IWC is derived by subtracting the liquid water from the total water.	Is there any reason why the Nevzerov is required vs. the other IWC instrument that is available?	<b>Any probe equivalent to or proven to have better field performance than Nevzerov probe is acceptable.</b>
5	P-91	In page 91 in 'Cloud Physics Instruments' a variable described as 'Two dimensional particle imaging measurements' has a range of 10 micron to 2mm. We are aware of two instruments with similar working principal that cover this range, one has a range of 10 micron to 1.28 mm and the other has a range of 15 micron to 0.96 mm.	Will you modify the range to indicate that either one of these instruments would satisfy the requirement?	<b>Minimum specified range of 10 micron to 2 mm or better is acceptable.</b>
6		The Instrumentation Engineer is a critical staff member of the IAS. This Engineer should be capable of working on the instruments in close collaboration with the instrument OEM. The instruments are complex and the variety of instruments require special expertise. For mission critical instruments, the Instrumentation Engineer has to be authorized to conduct service with close guidance from OEM.	Will you include the requirement for the Instrumentation Engineer to be certified by OEM to conduct service on mission critical instruments?	<b>Instrumentation Engineer need not be OEM approved/ certified but should be competent enough to operate the instrument and conduct routine maintenance with close guidance from OEM.</b>

7		The bid response requires an organizational chart for the work, with job titles and names of staff. Staff and their specific role can change over time, sometimes at short notice.	Would it be acceptable to name senior staff only and add the language that another staff member may fill that role if the qualifications are equivalent? For example, 'Project Manager will be Jane Doe or another staff member with similar qualifications.'	<b>Organizational chart is mandatory. Flexibility in submitting names of functionaries is permitted.</b>
8	P-28	Page 28 states that 'Bidder agrees to provide Product Support for the stores .... for a minimum period of ten years, including two years of standard warranty period, after the delivery.' It is our understanding that for the instruments the warranty requested is two years after Delivery and Acceptance, and an additional three years after that.	This means that instruments are covered by warranty from year 1 to year 5, but not beyond year 5. Can you explain what Product support is needed for scientific instruments beyond year 5?	<b>2 years warranty + 3 years CAMC. Product support required beyond 5 yrs will be defined at the later stage.</b>
9		The Annual Maintenance Contract (AMC) defines the 'maximum repair turnaround time' for repair as 2-months.	Is this for repair in India and/or repair at OEM facility?	<b>No Change. As per RFP.</b>
10		The Annual Maintenance Contract (AMC) defines the 'response time' of the Bidder not to exceed three working days from the time of breakdown intimation.	Is the three days the maximum time allowed for the Bidder to acknowledge receipt of a breakdown?	<b>To attend the breakdown problem at site.</b>
11		The Annual Maintenance Contract (AMC) defines the 'maximum downtime' as 37 days per year. If an instrument is to be shipped to OEM outside of India for a complex repair, the maximum downtime will exceed 37 days per year.	Is it the intention of Buyer to have available spare instrumentation for mission critical instruments to minimize downtime during field campaigns? If yes, what are the mission critical instruments and how should these spare instruments be quoted?	<b>This Downtime duration refers to a period of time that the Instrumented Aircraft System is unavailable to provide or perform its primary function with the mission critical instruments. IITM will have provision for mission critical instruments.</b>

12		The Annual Maintenance Contract (AMC) defines the 'maximum downtime' as 37 days per year. This is in direct conflict with the 'maximum repair turnaround time' for repair of 2-months.	Which time frame supersedes the other?	<b>Maximum repair turnaround time for equipment/systems would be 2-months, it means that the repair time for any specific equipment/ system to resume its total functionality would be maximum 2 months.</b>
13		The Annual Maintenance Contract (AMC) defines 'Preventive Maintenance Service' by the Bidder for a minimum of four visits per year to operating base. The instrument 'adjustments and tuning' are typically performed by OEM and in close consultation with a team of instrument engineers employed at OEM facility.	Will you include the requirement for the Preventive Maintenance Service to be conducted by engineers employed by OEM for mission critical instruments?	<b>Yes.</b>
14		The training period of 4 weeks at factory premises is not sufficient for Buyer to gain enough experience to become proficient in all the instruments specified as an integrated system, especially those that are mission critical. In addition, most of the learning occurs in the field during campaigns and therefore this is where most of the training needs to occur. The Instrument Engineer can provide training on technical aspects of each instrument, but additional knowledge transfer will be required on data review, data quality, data processing and data products. One recommendation is to conduct in-the-field training that includes the support of a team that are experts with scientific instruments specified in this IAS, and for Contractor to provide such team for in-the-field training during an intensive observation period (IOP). This will provide additional opportunities for training beyond the specified 4-weeks. The recommendation would be for additional training to be performed in IOPs (each of 30 days duration) and that the expert team will be in place for one IOP per year for three years. The team should consist of one instrumentation expert and one data-processing expert.	Can you include this 'in-the-field training by expert team' as a requirement for training?	<b>Proper infield training will be included.</b>

15	Annexure 7	Droplet Measurement Technologies' Particle Analysis and Display System (PADS) is a data acquisition software package that has become a standard for atmospheric data display, data acquisition and data management. Droplet Measurement Technologies is not included as a vendor for data acquisition software.	Will you include 'data acquisition software' in the instrumentation list for the Vendor identified as 'Droplet Measurement Technologies' in Annexure 7?	<b>The list of scientific instrument suppliers provided is indicative and bidders can quote with other manufacturers, if any.</b>
16	Annexure 7	Droplet Measurement Technologies had developed and provided data analysis software with data processing, quick looks and other features.	Will you include 'data processing software' in the instrumentation list for the Vendor identified as 'Droplet Measurement Technologies' in Annexure 7?	<b>The list of scientific instrument suppliers provided is indicative and bidders can quote with other manufacturers, if any.</b>

## Queries received from M/s. Jubilant Enpro Pvt. Ltd., Mumbai

Sl. No.	Clause No. / Page No.	Description	Question/ Suggestion	IITM Replay / Remarks
1		The RFP T&Cs in its current form does not support IITM's direction of procuring a new Instrumented Aircraft under its ownership. The bidder will have to take ownership of the Aircraft from the OEM and further supply it to IITM, making IITM the second owner of the Instrumented Aircraft.	The desired solution of first ownership of Instrumented Aircraft as per Indian Regulation can only be provided by the Aircraft OEM through a "Turnkey Solution". However, given the T&Cs it might be challenging for Aircraft OEMs to be the Prime.	<b>Please refer Pre-bid minutes.</b>
2			Payment Terms as specified in the RFP are restrictive and given the overall value of the Project not aligned to the global practices. Also, project implementation would difficult with no provision of Advance.	<b>No Change. As per RFP</b>
3			As the Warranty and Performance Guarantees are extended even to the Maintenance and Operational aspect, the risk factor involved makes the project unviable for possible bidders. It would overall benefit IITM in terms of responses, in case the Maintenance and Operations part is kept out of the scope during this RFP phase.	<b>No change. As per RFP</b>
4		The RFP in its current form includes an Instrumented Aircraft along with Management & Operations. All the Payments, Performance warranties and Guarantees are projected for this combined scope.  This scope makes it unviable for any bidder considering the Risk, financial burden and complexity.	The RFP should split in 2 – Instrumented Aircraft including Aircraft, Instruments and Integration as one part. The Management and Operations has no link with the Procurement of the Instrumented Aircraft and therefore should be a separate scope. Practically all International Special Mission Projects keep this scope separate. While the OEM/Bidder could assist in selecting the OEM Authorized Service Representative, it is not feasible to take up the Financial Risk of the whole project extending to Local Operations and Maintenance post -delivery.	<b>No change. As per RFP</b>

5		<p>IITM needs to define the road map for import of an aircraft and registration of the aircraft pursuant to current civil aviation regulation as well as import/customs regulation as to receive the duty exemption, consignee needs to be IITM and invoice will need to be in the name of IITM.</p> <p>As per Indian regulation security clearances is allowed only for the actual users, posing another possible challenge for the bidder to procure the aircraft for IITM.</p> <p>The tender in its current form does not support a direct registration/Ownership of the Aircraft to IITM as the Aircraft OEM will need to do a title transfer post FAT 1.</p> <p>The Aircraft OEM would do the title transfer to the Bidder and IITM will have to purchase the Aircraft from the Bidder, making it "Second Sale" or Pre-Owned Sale to IITM.</p>	IITM is requested to review the road map and communicate the process in case the requirement is for a New Aircraft directly under the ownership of IITM.	<b>No change. As per RFP</b>
6	Point 6, Pg 2	<p><b>Bid Submission – March 13, 2019</b></p> <p>Time provided for Bid submission is too short given the complexity of the RFP.</p>	Minimum 90 days should be provisioned for Bid Submission	<b>As per Pre-bid minutes.</b>
7	Point 21, Pg 13	Inclusion of <b>Duties/Taxes/ GST</b> in the Price Bid and validity of the same throughout the tender process.	Duties/Taxes/royalties etc are variable in nature and should be exempted to be added in the Financial Bid. This would also in turn increase the cost for IITM as the Bidder will have to factor these financial risks.	<b>As per Pre-bid minutes.</b>
8	Point 3, Pg 16	<b>Arbitration as per Indian Laws</b> – This might not be possible to be accepted by the OEM/International Bidder given the value of the entire project and Risks involved.	The general global practice within Aviation is to adopt a common International Arbitration Law and location for dispute management. It is suggested that USA Arbitration is considered for such disputes.	<b>No Change. As per RFP.</b>
9	Point No 9, Pg 18	<b>Liquidated Damages</b>	The charges of .5% are high as compared to the international norms. Please refer to the standard global terms of LD as provided in the sample contract, akin to international norms.	<b>Each week of delay @ 0.625% of the Contract value to the maximum of 10% Contract value.</b>
10	Point No 14, Pg 19	<b>Patents and IPR</b> - The language provided might not be acceptable to the Bidder.	It is suggested that International reference documents could be refereed while agreeing on the language.	<b>No Change. As per RFP.</b>

11	Point No 2, Pg 22	<p><b>Performance Bank Guarantees-</b> While the PBG could be provided by the Bidder, the administration and finance costs towards such financial tools are bound to be added back in the Quote. Thus, increasing the overall project costs. The Maintenance &amp; Operations part of the quote would also need to be covered under the PBG, increasing the cost many folds.</p>	<p>While PBG could be provided for the Instrumented Aircraft by the Bidder, a provision under Ministry of Finance to seek a waiver exists and IITM could explore this option in order to ease the financial complexity for the Bidder.</p> <p>This in turn would assist in reducing the overall Project cost.</p>	<b>No Change. As per RFP.</b>
12	Point 5, Pg 22	<p><b>Stage Wise Payment Terms</b></p> <p>The total contract value for the instrumented aircraft being significantly high and the project duration is long, the current payment schedule would not suit the viability . Stage wise payment schedule needs to be more realistic, keeping in consideration the contract value and Global standards . Similarly the RFP needs to provision for advance payments (which could be backed by PBG ) and equivalent to the aircraft cost. No Aircraft OEM would commence production without Advance sum</p>	<p>The RFP should account for 30 % Advance towards the Aircraft upon contract signing and balance 70% payments towards the Aircraft after FAT 1.</p> <p>The payment towards instrumentation and integration should be made accordingly, in order to make the project viable for the Bidder to participate.</p> <p>Please refer to the Payment terms as provided in the Textron Aviation sample contract.</p>	<b>No Change. As per RFP</b>
13	Point No 5, Pg 22	<p><b>Stages</b> – IITM need to define whether the time duration given is the outer limit. What are the provisions in case the stages get achieved before ? Will the payments be preponed in such a case ?</p>	Clarification Requested	<b>No Change. As per RFP</b>
14	Point No 12, Pg 28	<p><b>Warranty</b> – The RFP provisions for the Warranty to be initiated from Stage 5 ie post-delivery of the Instrumented Aircraft. However, the Aircraft Platform would be manufactured first and then handed over for the instrumentation. As a standard global practice, the Aircraft related Warranties such as Engines, Airframe, Avionics and other components would get initiated post FAT 1 itself.</p> <p>As there will be lag in terms of Instrumentation, the aircraft's warranties would get activated.</p> <p>The OEM could possibly provide extended Warranties on paid basis to IITM/ Bidder. This would be at additional cost and would need to be added in the RFP.</p>	Request amendment in the RFP.	<b>No Change. As per RFP</b>

15	Point 13, Pg 29	<b>AMC</b> – AMC is governed by DGCA CAR 145 and while the Bidder/OEM could surely assist IITM engaging with the Authorized Maintenance agency, the extension of Instrumented Aircraft Warranty Performance/ Financial guarantee should not be covered till the end of AMC after 3 years. The Bidder/OEM would not be comfortable accepting the Risk on account of operational aspects eg: non- performance of the Pilots or maintenance staff etc.	It is recommended that the scope of AMC, Maintenance and Operations is kept separately under and T&C, Performance Warranties should be provisioned separately. The Bidder/OEM's scope should be limited in terms of recommending and assistance in selecting the AMC, M&O agency. This would ensure wider and effective participation from other Bidders.	<b>No Change. As per RFP.</b>
16	Point 14, Pg 30	<b>IPR</b> – Needs to be aligned to Global practices. The current condition provisions for the Director IITM to be the final authority- this is in general has a conflict of interest. The OEM/Bidder would require a third party neutral to have the authority on such a matters.	This could provision for an International Arbitrator or another mutually agreed agency to preside over such matters.	<b>As per RFP and prevailing law/acts at the time of execution of the contract.</b>
17	Point 1B, Pg 31	Supply of 200 IAS Brochures/ 100 Scale models – This could be provided by the OEM/ Bidder at an additional cost.	To be added in the cost sheet under others.	<b>Please refer price schedule of RFP.</b>
	Point 13a, Pg 35	<b>Training</b> – The training as part of OEM's standard inclusion would be provide. Any additional trainings would be costed for separately and would be included in the RFP response under others		<b>Please refer Clause No 13 of Part IV.</b>
	Point 13c, Pg 36	<b>Enlistment of the Bidder with DGS&amp;D</b> – as per the recent circular of DEPP dated July 25th, 2017 the enlistment with DGS&D is no longer required.	To be reconsidered for amended by IITM.	<b>Agreed</b>
	Point No 12, Pg. 51	<b>Validity</b> – The contract should conclude post Delivery of the Aircraft to IITM in India.		<b>No Change. As per RFP</b>
	FAT , Pg. 52	<b>Aircraft related FAT 1</b> – The FAT would include most of the aspects included in FAT 2.		<b>No Change. As per RFP</b>

	<p>APG, Pg 55</p>	<p>APG- The clause mentioned in point No 6 of the draft APG is contradictory to the Global practices. Only a breach of contract would constitute for withdrawal through the APG and that needs to be substantiated. This further complicates the RFP as in its current form, it included 3rd Party Maintenance &amp; Operations as well. Under this, IITM could invoke the AGP even in case of an issue related to Operational nature, which is not related to the Instrumented Aircraft.</p>	<p>APG clauses need to be mutually agreed between the Bidder and IITM.  APG should be get concluded upon delivery of the Instrumented Aircraft.  Maintenance and Operations should be covered separately.</p>	<p><b>No Change. As per RFP</b></p>
	<p>Manufacturers Auth Form - Warranty , Pg 58</p>	<p>The format requests the OEM to extend full Guarantee and Warranty as per the general terms of the RPF- However, the OEM legally can provide only the Standard Warranties as applicable. Any additional warranties would have be bought by the Bidder separately and cannot be covered under the given format. Also, the Standard Warranty would commence from delivery, right after FAT 1.</p>	<p><del>We [insert complete name of Manufacturer], who are official manufacturers of [insert type of goods manufactured], having factories at [insert full address of Manufacturer's factories], do hereby authorize [insert complete name of Bidder] to submit a bid the purpose of which is to provide the following Goods, manufactured by us [insert name and or brief description of the Goods], and to subsequently negotiate and sign the Contract.</del></p> <p>We hereby extend our <b>standard full</b> guarantee and warranty <b>in accordance with Clauses of the General Conditions of Contract</b>, with respect to the Goods offered by the above firm.</p>	<p><b>No Change. As per RFP</b></p>
	<p>Aircraft Technical Details</p>	<p>Additional Details Requested:</p> <ul style="list-style-type: none"> <li>• Seat configuration required/Nos ?</li> <li>• Requirement of Refreshment center, Vanity, washbasin ?</li> </ul>		<p><b>Please refer Clause No. 1.19 of Annexure-2</b></p>

## Queries received from M/s. Kyathi Climate Modification Consultants LLP, Bangalore

Sl. No.	Clause No. / Page No.	Description	Question/ Suggestion	IITM Reply / Remarks
1	Clause No: 9	<b>Performance Security:</b> The successful bidder, within 14 days of the date of signing of the contract, will be required to furnish Performance security for 10% of the contract value and for this purpose an unconditional performance, in the form of a bank Guarantee form a scheduled commercial bank in India or a reputed foreign Bank having a branch in India will be furnished within the prescribed 14 days in the format provided with the RFP document at Appendix-D.	Request for Deduction of 10% at every stage of payment as security instead of performance Security.	<b>No Change. As per RFP</b>
2	PART-II ST&C 15B	<b>CUSTOM Duty:</b> IITM is a public funded research institution and has been exempted from payment of customs Duty, as per the description of stores and conditions thereon, under customs Notification No. 51/96 as amended.	Is "IAS" included in Customs Notification No. 51/96?	<b>Please refer Customs Notification No. 51/96 available on <a href="http://www.cbic.gov.in/index">http://www.cbic.gov.in/index</a></b>
3	15(B)(i)	<b>CUSTOM Duty:</b> The successful bidder would be issued a Customs Duty Exemption Certificate (CDEC) under the said notification at the time of import clearance for the goods being imported against the contract. Bidder would be required to submit a copy of their order to principle along with principle's acceptance and proforma invoice at least four weeks in advance from the expected date of arrival of goods to this office for issuance of CDEC are required, bidder to provide its exact nos. along with the breakup of it.	As IITM is not a NSOP holder and Notification No. 51/96 is not applicable for 'IAS', customs duty is applicable at private category rates (APPX 30%).	<b>Quote as per RFP by considering customs notification No. 51/96</b>

4	PART-III 5A	<p><b>Stage wise payments up to stage-3:</b> Stage wise payment at each stage of the work up to stage-3 of the contract will be made, against submission of Bank Guarantee within 15 days from the date of notification of award, form scheduled-A commercial bank in India or an Indian bank having branch abroad (in case of foreign Bidder), to the extent of 110% of the amount at that stage payment, in favour of the DIRECTOR, IITM, PUNE valid till date of receipt and acceptance of IAS at IITM. In case of termination of the contract due to default of the Bidder, interest free mobilization stage payment would be deemed as interest bearing advance, compounded quarterly, at the rate of 2% above (i) Prime Lending Rate of State Bank of India for the Indian Bidder , and (ii) LIBOR rate for the foreign Bidder. The rates as applicable on the date of receipt of advance will be considered for this.</p>	<p>We would like to propose an alternate payment method, where in the bidder will not claim advance payments up to stage-3. Instead IITM to provide a bank Guarantee/ Irrevocable letter of credit for payment up to stage-3.</p>	<p><b>No Change. As per RFP</b></p>
5	PART –III 15(vii)	<p>The Buyer reserves the right to terminate the maintenance Contract at any time without assigning any reason after giving a notice of 2-months. The Bidder will not be entitled to claim any compensation against such termination. However while terminating the contract, if any payment is due to the Bidder for maintenance services already performed in terms of the contract the same would be paid as per the contract terms.</p>	<p>Maintenance facility requires upfront investments and establishment of required infrastructure therefore termination should be linked to Non-Fulfilment of obligations under the agreement.</p>	<p><b>No Change. As per RFP</b></p>
6	Part-iv (2)	<p>Project Completion of schedule the entire scope of work, Trail tests (Static and Dynamic tests) and handing over the IAS to IITM at the designated airport in India to be intimated by IITM shall be completed within 24 (twenty four) months from date of signing of the contract. Project shall be deemed completed only after the bidder completes all defects arising within the warranty period.</p>	<p>Considering the lead times involved in procurement of AIRCRAFT, equipment and new STCs, Request for project completion schedule to be extended to 30 months.</p>	<p><b>No Change. As per RFP</b></p>

7	PART-IV (3)	<b>Deliverables/ Milestones/dates</b> <b>3.1 Table indicating deliverable plane</b> <table border="1" data-bbox="376 169 913 507"> <thead> <tr> <th data-bbox="376 169 622 193">Execution Plane</th> <th data-bbox="622 169 913 240">Proposed seclude/ Date of achieving (from the date of actual signing of contract)</th> </tr> </thead> <tbody> <tr> <td data-bbox="376 240 622 288">Preliminary Design Review (PDR)</td> <td data-bbox="622 240 913 288">3 months from signing of contract</td> </tr> <tr> <td data-bbox="376 288 622 336">Critical Design Review (CDR)</td> <td data-bbox="622 288 913 336">1 month after PDR</td> </tr> <tr> <td data-bbox="376 336 622 456">Factory Acceptance Test-FAT1 (sensor testing at sensor factory and aircraft at aircraft factory).</td> <td data-bbox="622 336 913 456">6 month after CDR</td> </tr> <tr> <td data-bbox="376 456 622 507">Aircraft Delivery for further modifications</td> <td data-bbox="622 456 913 507">1 month after FAT1.</td> </tr> </tbody> </table>	Execution Plane	Proposed seclude/ Date of achieving (from the date of actual signing of contract)	Preliminary Design Review (PDR)	3 months from signing of contract	Critical Design Review (CDR)	1 month after PDR	Factory Acceptance Test-FAT1 (sensor testing at sensor factory and aircraft at aircraft factory).	6 month after CDR	Aircraft Delivery for further modifications	1 month after FAT1.	Aircraft/ Instruments will be ordered upon completion of PDR. FAT1 FOR THE AIRCRAFT SHALL BE COMPLETED IN ACCORDANCE WITH DELIVERY SCHEDULE BY OEM- no times frame as 5 hours flight is Not possible once the modification process has started. We suggest "FAT1 will occur at bidder location immediately upon completion and delivery of aircraft from OEM. Instrument testing as respective factories will occur immediately to follow. Bidder to provide 30 days notification to IITM for FAT1." We suggest instillation and aircraft modifications term change from 7 months to 14 months.	<b>No Change. As per RFP</b>
Execution Plane	Proposed seclude/ Date of achieving (from the date of actual signing of contract)													
Preliminary Design Review (PDR)	3 months from signing of contract													
Critical Design Review (CDR)	1 month after PDR													
Factory Acceptance Test-FAT1 (sensor testing at sensor factory and aircraft at aircraft factory).	6 month after CDR													
Aircraft Delivery for further modifications	1 month after FAT1.													
8	Part IV 9(D)	Availability as STC for individual instruments should be indicated in the technical bid.	STC is only for modification of aircraft to fix various instruments.	<b>No Change. As per RFP</b>										
9	ANNEXURE-3, 1.16	Proposal for all future modifications.	Future modifications after registration in India would require New STC approval in India. Need to discuss.	<b>No Change. As per RFP</b>										

**Queries received from M/s. Norwegian Special Mission AS, Norway**

Sl. No.	Clause No. / Page No.	Description	Question/ Suggestion	IITM Replay / Remarks
1		<p>As this is a complex integration and lot of documents and analysis is required, also due to multiple sensor manufacturers taking into account the information collection task and making a submit able bid document and our current work load we sincerely believe to give you a detailed bid we need a tender extension over and above the date of current submission 13th March 2019 to be extended by 2 months minimum i.e. <b>please make bid submission date to 13th May 2019</b></p>		<p><b>Bid submission date extension by 2 months will be considered.</b></p>
2		<p>As lot of investment is required on the integrator part, we believe the payment terms are not good enough to make serious bidders participate hence, request you to make the payment terms as below</p> <p><b>30 % Advance on contract signature against equivalent or 110% bank guarantee ( This is in line with Govt of India ,Min of Finance procurement rules which IMD follows)</b></p> <p><b>10% on PDR</b></p> <p><b>10% on CDR</b></p> <p><b>20% on FAT 1</b></p> <p><b>20% on FAT 2</b></p> <p><b>10% on SAT</b></p>	<p>There is no risk to IITM as they will be paying on satisfaction of each milestone as well as IITM will always have the B.G which is irrevocable</p>	<p><b>No Change. As per RFP</b></p>

3		Reference to certification of aircraft, as per our enquiry due to the icing conditions requirement of FAR 25 ( As though aircraft will be FAR 23 still the mods have to comply with FAR25 requirements ) and due to anti icing requirements the aircraft may be certified by FAA/EASA in Experimental category only, in such case do IITM will accept it under the EXPERIMENTAL CATEGORY? Will DGCA of India will certify it Experimental category and most important question is will it be acceptable to IITM,Pune – this is most crucial question and risk to bidder if not acceptable by IITM , PUNE (Request to please check with Indian DGCA )		As per DGCA directives.
4	Page 18	On page 18 of tender enquiry IITM can cancel if delay is more than 10 weeks delay .In 10 i) of same page it also mentions 3 months which is true		Maximum 16 weeks.
5	Chapter 9	LD on page 25: point (a) mentions LD for installation, commissioning, integration. Does this mean that the bidder will get upto 10% penalty for integration of aircraft late? And additional 10% for delivery of aircraft late		As per Pre-bid minutes.
6			Please explain FAT 1, is it at every sensor manufacturers premises or at integrators premises	Integrators premises
7			Please explain warranty start date and also when the AMC is expected to start	Warranty will start from date of delivery as specified in RFP and CAMC w.e.f the expiry of standard warranty period.
8			It is mentioned that PPET expenses will be borne by contractor for travel etc, and in else where IITM will take its own expenses for FAT and other visits please clarify	Will be borne by IITM
9			The delivery milestones are requested to be frozen mutually during PDR as the scope of this project is very wide	No Change. As per RFP

10			In case of SAT there are delays from DGCA in registration IITM should not penalise the bidder, Bidder should be only responsible for providing the necessary documentation to DGCA and IITM. It will be in projects best interest that IITM,Pune takes responsibility of getting CoA,CoR from DGCA	<b>IITM will facilitate for providing the required documentation for obtaining all the necessary permissions.</b>
11		<b>Special Instruments:</b> The Aerosol LiDAR specifications are not easily met by most existing COTS solutions. A tailored solution to meet the requirements would significantly increase cost of the LiDAR.	Is it accepted to offer a solution which does not completely meet the specified requirements, but which still will meet, or even exceeds, the objectives of the scientific mission?	<b>Please refer Pre-bid minutes.</b>
12		We request that on the milestones of delivery time expected from the bidder, The bidder should be responsible only to be accountable for providing the necessary documentation to IITM Pune, towards certification of aircraft in India and IITM Pune should take the responsibility of certification with DGCA and no LD or penalty whatsoever in any form should be imposed for delay as the process is totally out of control of bidder- This must be incorporated in bid/tender document		<b>No Change. As per RFP</b>

## Queries received from M/s. Microcomm India Ltd., New Delhi

Sl. No.	Clause No. / Page No.	Description	Question/ Suggestion	IITM Replay / Remarks
1	Page 7, Para 1.5		It says each page of RFP document must be signed and stamped. Do we have to submit the RFP document as well ?	<b>Yes (Alongwith Technical Bid only).</b>
2	Page 8, Para 1.13		Would an Authority Letter from the bidder to their authorised Representative Company in India suffice or do you need a formal Power of Attorney ?	<b>No Change. As per RFP.</b>
3	Page 10. Para 8.6		The Bank will confirm the BG to IITM only after IITM writes to the Bank to authenticate the BG. Please confirm that IITM will initiate the authentication process.	<b>As per RFP (Please refer clause no. 8.6 of Part-I)</b>
4	Page 11, Para 11.1		Registration with DGS&D by Indian Agents is not mandatory these days for Government Tenders and this condition may kindly be deleted from the RFP.	<b>Agreed.</b>
5	Page 12, Para 17		Does it imply that the bidder has to submit the bid on e-portal and also submit two copies of complete Technical Bid in hard copy as well ?	<b>As per RFP (Please refer clause no. 1.1 of Part-I)</b>
6	Page 12, Para 21		a) It states that the Price Bid has to be submitted in a separate envelope from the Technical Bids. This is contrary to another RFP clause which states that the Price Bid has only to be submitted on e-portal. Please clarify ?	<b>Price Bid has to be submitted on MSTC E-Procurement portal only.</b>
			b) Please specify the Rate of Customs Duty applicable to IITM for the import of the System as per existing Rules? If IITM gives a CDEC as per the Notification No 51/96 as amended, and it is not accepted by Customs, will IITM pay the Customs Duty ?	<b>Quote as per RFP by considering customs notification No. 51/96 for import supplies.</b>

				c) Also please confirm GST rates being 28% on supply of System and 18% on services being applicable in this tender.	<b>As per RFP (Please refer clause no. 15 (c) of Part-II).</b>																																		
7	Page 18, Para 15c			It is not possible for the Bidder to get any reimbursement of local Taxes. Local taxes, if any should be payable at actuals by IITM. Please amend this Clause.	<b>No Change. As per RFP.</b>																																		
8	Page 20, Para 5	<table border="1"> <thead> <tr> <th>S. No</th> <th>Milestone / Stage</th> <th>Activity</th> <th>%age of Contract Value</th> <th>Months after Contract</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Stage 1</td> <td>Advance Payment</td> <td>20</td> <td>1</td> </tr> <tr> <td>2</td> <td>Stage 2</td> <td>On placement of orders for equipment &amp; aircraft</td> <td>0</td> <td>3</td> </tr> <tr> <td>3</td> <td>Stage 3</td> <td>On completion of FAT1(sensor testing at sensor factory and aircraft at aircraft factory)</td> <td>60</td> <td>12</td> </tr> <tr> <td>4</td> <td>Stage 4</td> <td>On completion of modified aircraft FAT2</td> <td>10</td> <td>30</td> </tr> <tr> <td>5</td> <td>Stage 5</td> <td>On arrival of IAS in India</td> <td>5</td> <td>33</td> </tr> <tr> <td>6</td> <td>Stage 6</td> <td>On Site Acceptance Test of IAS by IITM</td> <td>5</td> <td>36</td> </tr> </tbody> </table>	S. No	Milestone / Stage	Activity	%age of Contract Value	Months after Contract	1	Stage 1	Advance Payment	20	1	2	Stage 2	On placement of orders for equipment & aircraft	0	3	3	Stage 3	On completion of FAT1(sensor testing at sensor factory and aircraft at aircraft factory)	60	12	4	Stage 4	On completion of modified aircraft FAT2	10	30	5	Stage 5	On arrival of IAS in India	5	33	6	Stage 6	On Site Acceptance Test of IAS by IITM	5	36	Since aircraft manufacturer and sensor manufacturers will not deliver without some advance payment and full payment on delivery of their sub-systems to the Bidder, the Payment Terms may be amended as given hereunder. Also the delivery period be extended as follows :	<b>No Change. As per RFP.</b>
S. No	Milestone / Stage	Activity	%age of Contract Value	Months after Contract																																			
1	Stage 1	Advance Payment	20	1																																			
2	Stage 2	On placement of orders for equipment & aircraft	0	3																																			
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5	Stage 5	On arrival of IAS in India	5	33																																			
6	Stage 6	On Site Acceptance Test of IAS by IITM	5	36																																			
9	Page 21, Para 7 b)			Please amend LC validity to be 36 months to cover the contract period. LC payment at sight according to Payment Schedule agreed between the Buyer and Bidder.	<b>No Change. As per RFP.</b>																																		
10	Page 21, Para 8 ii)			Since LC payment will be made in stages, Documents may be amended according to the activity completed. Please amend this clause to include relevant documents at every stage.	<b>As per RFP (Please refer clause no. 6 (b) of Part-III).</b>																																		
11	Page 23, Para 10			LD clause may be amended to 0.5% per week instead of 0.1% per day.	<b>As per RFP (Please refer clause no. 9 of Part-III).</b>																																		

12	Page 24, Para 12		Please define the exact port of destination?	<b>As per RFP (Please refer 'Table A: FORMAT FOR PRICE SCHEDULE FOR GOODS BEING OFFERED FROM ABROAD' of Part-VIII).</b>
13	Page 25, Para "Inspection Instruction ":		All meetings and Inspections should be linked to the Delivery and Payment Schedule to arrive at an effective and realistic Delivery Date.	<b>No Change. As per RFP</b>
14	Page 26, Para 14		AMC : a) The turn around time specified of 2 months should exclude the time of customs clearance when the repaired system is imported back into India. Please clarify.	<b>Exceptions will be considered on case by case basis if necessary.</b>
			b) response time be increased from 3 days to 14 days, if the engineer has to come from abroad.	<b>Maximum 3 days to attend the breakdown problem at site.</b>
15	Page 29, Para 2		Project Completion Schedule : a) Should be increased to 36 months to include all the review meetings, stage inspections etc.	<b>No Change. As per RFP</b>
			b) If the Project Completion Schedule includes the warranty period of 2 years, it should then be defined as 3 years for delivery and 2 years for warranty thereafter.	<b>No Change. As per RFP</b>
16	Page 29, Para 3		Milestones for the project may kindly be reworked to more realistic schedules taking into account all inspections, review meetings etc. A delivery schedule of 36 months is more realistic.	<b>No Change. As per RFP</b>

17	Page 31, Para 6		Work Plan : The time allotted should be 2 months since the schedules have to be worked out with all the sub-system suppliers and thereafter do micro planning.	<b>No Change. As per RFP</b>
18	Page 31, Para 9		Please confirm that STC Approval is Buyers responsibility and time taken is not to be included in delivery time.	<b>STC Approval is bidders responsibility. IITM will provide the necessary documentation support.</b>
19	Q19. Page 31, Para 9	STC Approval : If the aircraft arrives with an STC in Normal (Commuter Class) Category that includes installation of all of the sensor mounting points, ports for lidar, radar and dropsonde, and electrical wiring, but without the external sensors and cabin instrument acks installed, can the aircraft be certified after the sensors and cabin instrument racks are shipped to India and re-installed?	For example can it be certified as a government-owned aircraft in Public Use Category, or in some other category that allows it to be registered and flown in India with the sensors installed? You might point out that the aircraft will undergo extensive flight tests in full research configuration(s) by an FAA DER test pilot in the U.S., and that there will be comprehensive engineering reports by FAA DER's that include analyses of structures, icing, acoustics, ground vibration testing, electrical, etc. A complete list of the FAA DER engineering reports plus an example of the FAA Certification Plan can be sent to the IITM for further clarification.	<b>Aircraft will be under private category owned by Govt. of India.</b>
20	Page 32, Para 11xx		The Bidders need to evaluate the sub-system suppliers and may have to offer sub-systems from different vendors other than the names given in RFP. Please confirm the procedure for getting other vendors approved by IITM. There isn't sufficient time till Pre-Bid Meeting to deliberate on this matter. Kindly confirm how this can be achieved.	<b>The list of scientific instrument suppliers is not limited to referred in RFP and bidders can quote with other manufacturers, if any</b>
21	Page 35, Para 2 h)		If all expenses of trials before acceptance by IITM have to be borne by the Supplier, then the complete detailed procedure including tests to be performed and their duration of such trials need to be given to estimate the costs involved to carry out such trials.	<b>Please refer Clause No. 11 of Part-III Special terms of contract &amp; Clause No. 3 of Part-IV (Scope of work)</b>

22	Page 51, Para C)		The permissions to import the IAS has to be obtained by IITM since the Bidder will not get this permission. Also permission for airborne testing also has to be obtained by IITM. Please confirm.	<b>Please refer Clause No. 4 of Part-IV(Scope of work), Page No. 32</b>
23	Page 51, Para C)		Please confirm guidelines for Acceptance Test Procedure for final acceptance of the system in India at IITM site. This is required since the cost of ATP has to be borne by the Bidder. Ground Tests and flight tests to be specified in the proposed ATP. Number of flight hours per sensor must be specified in the RFP to enable the bidders to work out the cost.	<b>Please refer Clause No. 11 of Part-III Special terms of contract &amp; Clause No. 3 of Part-IV (Scope of work)</b>
24	Page 67, Para 1.2		Please specify the base for delivery of Instrumented Aircraft, since the cost of delivery depends on the location.	<b>As per Pre-bid minutes.</b>
25	Page 71, Para 1.36		Certification : Time required for STC and DGCA Certification should be excluded from the delivery period since this time is dependent on Government of India procedures and not in Bidder's control.	<b>STC Approval &amp; DGCA Certification is bidders responsibility. IITM will provide the necessary documentation support.</b>
26	Page 93		Logistical Support & Responsibilities of the Bidder/AMC Contractor: Is it to be understood that the Bidder/AMC Contractor has to provide for the Operational support to IITM during the warranty period as well as during the AMC period. The cost of operational support has not been outlined in the Price Bid format. This may clearly be included in the Price format.	<b>The Bidder/AMC Contractor has to provide the Operational support to IITM during the warranty period as well as during the AMC period. Please refer table II item 14 a &amp; b of Chapter VIII.</b>
27	Page 93		Will the contract for aircraft maintenance be a separate contract with ASC and not part of AMC or will it be a part of AMC and AMC Contractor will be responsible for ASC?	<b>No change. As per RFP.</b>

28		Documents to be submitted as part of Technical Bid: - Power and heat analysis for aircraft cabin and scientific instruments onboard - Computational fluid Dynamics analysis for aircraft with instrument installed on pylons	Bidder's IP rights????	<b>It becomes property of IITM.</b>
29		Bids once submitted will become property of IITM	Bidder's IP rights????	<b>It becomes property of IITM.</b>
30		Procurement: Bidder shall provide a written description and preliminary schedule of its procurement activities. Bidder shall provide a list of proposed suppliers for key materials and equipment.	When should the Bidders provide list of suppliers? Is there any possibility to change the supplier (referring to the ones not provided within the list) during the bid, and execution of contract?	<b>Information of supplier to be provided along with Technical Bids will be considered as final.</b>
31		Factory Acceptance Tests	Sensor tests at Sensor Factory are intended only for ground tests, right?	<b>Yes</b>
32		Critical Design Review (CDR)	The current requirements says it will be done 1 month after PDR. Since this is very short and demanding, it is it possible to postpone the start date of it 2 months more (as to be 3 months after PDR)?	<b>No change. As per RFP only.</b>
33		BFE	Is it possible to have list of Buyer's Furnished Equipment and Information? For instance, who will be responsible for the SATCOM contract?	<b>Bidder is responsible</b>
34		Certification of IAS	Bidders will be also responsible towards DGCA?	<b>Bidder is responsible</b>
35		Additional tools, testing/ scientific instruments and consumables relevant to NFAR project (if not already covered in the list provided in the Technical Specifications) if envisaged by IITM and conveyed in writing during any stage of execution of the Contract.	This will have an impact on the technical analysis, design reviews so and so forth. If this happens or is requested after completion of those milestones, what will be the procedure to be still compliant?	<b>No Change. As per RFP.</b>
36		Training	Which location is intended by saying "training at factory premises"? Aircraft OEM, Sensor OEM, or Integrator Company?	<b>Integrators premises</b>

37	A preliminary plan for verification & validation (V&V) shall be attached to the RFP response.	What will be content of V&V plan? Please provide an example to it.	<b>Performance and data acquisition of all the sensors and software onboard with meaningful data</b>
38	The full-scale test site shall be described in detail in the proposal	What is expected to be included in the full-scale test site? Please provide the full list of tests.	<b>Vendor has to provide full scale test site details for testing of IAS</b>
39	ICDs, Vibration spectrum, CFD analysis etc.	Bidder's IP rights????	<b>IITM's property</b>
40	Pilots can have access to basic on-board sensor data from the cockpit.	What are those "basic" on-board sensor data? Please provide the full list.	<b>Basic meteorological data and aircraft data (eg. Alt, Lat/Long., Pitch/roll angle, True heading etc.)</b>
41	Aircraft Performance calculations	Which airfield should be taken as a reference?	<b>As per RFP page 68</b>
42	Non-refundable Transaction Fee for tender participation	What is the amount of it?	<b>Transaction fees are as per the norms of MSTC and bidder is required to pay at the time of bidding online as per system shown cost.</b>
43	IITM can, during the period starting from issue of RFP till placement of the Supply Orders, increase or decrease 25% of the tendered quantity of the required goods without any change in the terms and conditions and rates quoted by the Bidder.	How this clause will be applied to the number of A/C or the sensors on-board? For instance, additional sensors will change design and technical analysis.	<b>No Change. As per RFP.</b>
44		What is the estimated budget for this program?	<b>Not to be disclosed, as it is not a mandatory part of tendering process.</b>

<b>Detailed clarification by IITM</b>				
<b>Sl. No.</b>	<b>Clause No. / Page No.</b>	<b>Description</b>	<b>Question/ Suggestion</b>	<b>IITM Replay / Remarks</b>
	Page 53	Test flights of 15 hours will be conducted during SAT.	Details of SAT will be as mentioned in reply.	During site acceptance test (SAT), test flights of 15 hrs in multiple sorties will be conducted to ensure the faithful data acquisition from different suites of instruments at various altitudes over land and ocean. Also satisfactory functioning of all data acquisition systems and software, post analysis software will be confirmed.
	Page 35	Training	Details of infield training will be as mentioned in reply.	Infield training should be given during Intensive Observational Period (IOPs) (each of about 10 days duration) to IITM team and the expert team will be in place for two IOPs during first year of observations. The team should consist of one instrumentation expert and one data-processing expert. The infield training for second year, if required, will be intimated at the end of first year at the same rates for such training.
	Page 86	Aerosol LIDAR (Light Detection And Ranging)	Details of Aerosol LIDAR will be as mentioned in reply.	Wavelength: 532 and 1064 nm with dual polarization capability at 532nm. The Pulse Repetation Frequency should be 2kHz to 3 kHz. Vertical Resolution should be about 10 m.
		Important Note		All modifications of the IAS to be carried out on brand new Aircraft and during the modification time it should not be used for any purpose other than instrument integration and testing.

**PART VIII – FORMAT OF PRICE BID**

**Price Bid Format:** The Price Bid Format is given below and Bidders are required to fill this up correctly with full details:

(I) PRICES TO BE FILLED ONLINE ON E-PROCUREMENT PORTAL

Sr. No.	Item Description	Foreign Currency (In US Dollars only) Component as per Part VIII-A	INR Price Component as per Part VIII-B
		<b>A</b>	<b>B</b>
01	<p><b>Total Cost of Aircraft (DDU)</b>            (Supply, Installation &amp; Commissioning Charges, Training Charges, Warranty Charges, Bank Charges, Handling Charges, Loading, Unloading, Insurance, Inland transportation, Incidental Charges etc., Instruments, Logistics Support, Manpower, Applicable Charges, if any excluding Indian Governmental Statutory Taxes/ Duties like Custom Duty &amp; GST etc.).</p> <p>The details may be submitted as per the pro-forma given at Part VIII- (II), Part VIII A &amp; Part VIII B accordingly)</p>		
02	Comprehensive AMC for 3 years after 2 years Standard Warranty (excluding Indian Governmental Statutory Taxes/ Duties like Custom Duty & GST etc.)		
03	<b>Grand Total (Sr. No. 01 +02)</b>		

**Note : The prices mentioned at Sr. No. 03 should exactly be submitted at e-procurement website (Price Bid) and soft copies of price schedule along with relevant Part VIII-(II), Part VIII-A & Part VIII-B have to be uploaded on e-procurement web portal. The prices submitted on e-procurement website will treated as final and comparison will based on the said prices only.**

(II) Basic cost of the item/items: (PDF COPY DULY FILLED IN IS TO BE UPLOADED ON E-PROCUREMENT PORTAL UNDER THE COMMERCIAL TAB)

Sl.No	Item Description	Qty.	Total Cost in Foreign Currency		Total Cost in INR Currency	
			Goods / Product	Services	Goods / Product	Services
1	<b>Aircraft</b> (Details as per Annexure 1) #(excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
2	<b>*Instruments for State Parameters and Aircraft Parameters</b> (Total Suite) (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
3	<b>*Cloud Physics Instruments</b> (Total Suite) (Details as per Annexure 5) #(excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
4	<b>*Aerosol Instruments</b> (Total Suite) (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
5	<b>*Chemistry/Trace Gas Instruments</b> (Total Suite) (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
6	<b>*Radiation Instruments</b> (Total Suite with Gyro mounts) (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
7	<b>*Special Instruments</b> (Total Suite) (Items 1 to 4 of Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
8	<b>*Inlets</b> (Total Suite) (Items 1 to 4 of Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
9	<b>*Aircraft Data Acquisition System with ADDMS software</b> (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
10	<b>*Aircraft Power Distribution System</b> (Details as per Annexure 5) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 No				
11	All Sensor Systems' Integration on aircraft (Details as per Annexure 2 and 3 ), PDR & CDR, FAT before dispatch of IAS to Buyer's place, Cost includes all relevant charges <b>excluding Indian Government Statutory like Custom Duty &amp; GST, etc.) #</b>	01 Job				
12	Ferry of IAS to India; Aircraft registration with DGCA and final SAT at Buyer's place in India (Cost includes all relevant charges <b>excluding Indian Government Statutory like Custom Duty &amp; GST, etc.) #</b>	01 Job				
13	Cost for Instrumentation engineer (Two years) (Details as per para 17 of part III) (Cost includes all relevant charges <b>excluding Indian Government Statutory like Custom Duty &amp; GST, etc.) #</b>	1 person 2 years				
14	Logistical support (Details as per Annexure 6 # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 Job				
A	For 2 years during the warranty period					
B	For 3 years after the warranty period					
15	<b>Training Charges</b> (Details as per para 13 of part IV) # (excluding Indian Government Statutory like Custom Duty & GST, etc.)	01 Job				
16	<b>Comprehensive AMC cost</b> (For 3 years after expiry of 2 years standard warranty (year-wise break-up is required separately)	03 Years				
17	<b>Other Charges</b> (if any) # (excluding Custom Duty, GST & Indian Government Statutory)					
18*	<b>Total Cost</b>					

\*Prices mentioned at Sr. No.18 (at Part-VIII-II) have to be filled on the e-procurement web portal which will be considered as final binding to the bidder and the same will be used for comparison.

**# Charges for** Bank Charges, Handling Charges, Loading, Unloading, Insurance, Inland transportation, Incidental Charges etc., Instruments, Logistics Support, Manpower, Applicable Charges, if any must be quoted excluding Indian Governmental Statutory Taxes/ Duties like Custom Duty & GST etc.

**Note:**

- (i) Price Detail of each competent may be provided as per the Format Part-VIII-(I), A & B given in Part VIII
- (ii) The Bidder is advised to indicate in the blank Price Bid Form whether he is quoting for all items at (II) (from Sr. No.1 to 17). It must be positively ensured that the price column of price bid format is necessarily blanked out. Such blank Price Bid format must be submitted along with the technical bid. Part quoting for selected items only is not acceptable. If the Bidder does not quote for any of the items or does not qualify for any one of the items, the bid will be summarily rejected. If any price is indicated in the Price Bid format enclosed with the technical bid, the bid will be rejected.
- (iii) The cost of Annexure 6 items, i.e. 'Requirement for logistical support' will be included in overall cost of all the items for deciding the L1 Bidder. However, the cost of items under Annexure 6 of present RFP will not be a part of Supply Order/Contract. It will be awarded to the **successful bidder (L1)** as per Government of India rules. Payment of such services will be made as per the terms and conditions mentioned in the RFP. Thus, the Bidders make sure that they quote for items of Annexure 6 without fail, otherwise the bid will be treated as disqualified being technically non-compliant.
- (iv) The Price Bid Format with price duly filled in along with necessary commercial details will be uploaded on e-procurement web portal only. Indication of price anywhere in the technical bid will entail rejection of the bid.
- (v) Detailed cost of each sensor in suite should be given on separate sheet. Calibration suite for each equipment and essential accessories should be mentioned.
- (vi) All the details may be provided in the prescribed formats given in the RFP.

**A: FORMAT FOR PRICE SCHEDULE FOR GOODS BEING OFFERED FROM ABROAD**

*(Bidder should quote in this format however, if quoted in different format; all parameters given below should be covered)*

Tender No: \_\_\_\_\_ Tender Date: \_\_\_\_\_  
 Quotation No. \_\_\_\_\_ Date: \_\_\_\_\_ Quotation Valid Upto: \_\_\_\_\_

Country of Origin: _____			Currency: _____			
Sr.No.	Description of Item		Quantity	Unit	Rate	Amount
	Catalogue, Part/Model No.	Specifications				
1.	Item name					
2.	Required Spares/Consumables (if any)					
3.	Accessories (if any)					
4.	Additional Items					
Total Ex-Works Price						
(-) LESS: Discount ____% (if any)						
Net Ex-Works Price						
(+ ) Packing & Forwarding Charges						
(+ ) Inland Freight Charges						
<b>(INCO TERM): FOB / FCA _____ International Airport, _____ Country</b>						
(+ ) Freight upto Mumbai & Insurance Charges						
<b>CIF / CIP MUMBAI Price</b>						
<b>Concessional Custom Duty as per G.O.I. Notification 51/96</b>						
<b>Inland Transport</b>						
<b>DDU Price</b>						
<b>Approximate Weight of the Consignment</b>			<b>Approximate Dimensions of the Consignment</b>			

TERM		CONDITION	
Mode of Shipment		BY AIR / SEA / ROAD	
Delivery Term(INCOTERM)			
Delivery Schedule		As enclosed in Technical Bid	
Period of delivery shall count from			
Time Frame required for conducting Installation & commissioning of the equipment, Acceptance Test, etc.			
Port of destination		Mumbai, India	
Final Destination		IITM, Pune	
Installation & Commissioning Charges			
Training Details & Charges			
Warranty		<b>Period</b>	<b>Charges if any</b>
Annual Maintenance Contract	Comprehensive		
	Non-Comprehensive		
Payment Term			
Bank Charges		Inside India to IITM account and Outside India to beneficiary's account	

**SIGNATURE OF AUTHORISED PERSON**

**B : FORMAT FOR PRICE SCHEDULE FOR GOODS BEING OFFERED FROM INDIA**

*(Bidder should quote in this format however, if quoted in different format; all parameters given below should be covered)*

Tender No: \_\_\_\_\_ Tender Date: \_\_\_\_\_  
 Quotation No. \_\_\_\_\_ Date: \_\_\_\_\_ Quotation Valid Upto: \_\_\_\_\_

Sr.No.	Description of Item		Quantity	Unit	Rate	Amount (Rs.)
	Catalogue, Part/Model No.	Specifications				
1.	Item name					
2.	Required Spares/Consumables (if any)					
3.	Accessories (if any)					
4.	Additional Items					
Total Ex-Works Price						
(-) LESS: Discount ___% (if any)						
Net Ex-Works Price						
(+ ) Packing & Forwarding Charges						
(+ ) Transportation Charges						
(IITM is <b>not</b> exempted for GST) GST Charges						
SUB TOTAL						
Local Body Tax: IITM is exempted vide PMC Reg.No. LBT-005-0068121 for supplies from outside Pune Municipal Corporation Limits						
GRAND TOTAL						
<b>Approximate Weight of the Consignment</b>			<b>Approximate Dimensions of the Consignment</b>			

TERM		CONDITION	
Mode of Shipment		BY AIR / RAIL / ROAD	
Delivery Term		Free Delivery to IITM Pune	
Delivery Schedule		As enclosed in Technical Bid	
Period of delivery shall count from			
Time Frame required for conducting Installation & commissioning of the equipment, Acceptance Test, Training, etc.			
Port of destination		Mumbai, India	
Final Destination		IITM, Pune	
Installation & Commissioning Charges			
Training Details & Charges			
Warranty		<b>Period</b>	<b>Charges if any</b>
Annual Maintenance Contract	Comprehensive		
	Non-Comprehensive		
Payment Term			

**SIGNATURE OF AUTHORISED PERSON**