



HINDUSTAN AERONAUTICS LIMITED
Aircraft Research and Design Centre, IMM
Marathahalli Post
Bangalore-560 017, INDIA

Tender No. : D/IMM/5461/7R/Stretched Acrylic sheets/LCA/2019

Date : 11th June, 2019

Tender Due Date : 30th July, 2019 closing time is 13:30 hrs (IST).

Technical Bid Opening date: 31st July, 2019, 10.30 Hrs(IST)

Important note: Bidders to ensure the signed bids are submitted in two bid system. Unsigned Bids will not be considered for evaluation and treated as rejected. Bidders should submit their bids through courier/post, Bids received through E-mail/ Fax will not be considered and will be rejected.

Sir / Madam,

Sub : Request for Quotation(RFQ) for supply of Stretched Acrylic Sheet, Spec:MIL-PRF-25690 Class I, Size:1.102"(Tol.+/-0.0625" thk) x 72" x 96" for LCA project.

HAL, a Navaratna Public Sector Undertaking under Government of India is engaged in Research, Design, Development, Manufacture and Repair & Overhaul of Aircraft, Helicopter, Aero-engines, Avionics and Accessories. The company has 20 production facilities & 11 R & D Centres. HAL has designed and developed various fixed wing aircraft which are being used by Indian Defence Services and Helicopters used for both defence and civilian applications.

HAL is presently engaged in the production of Light Combat Aircraft (LCA) for the Indian Airforce. This RFQ is for the supply of raw materials for the said programme.

- 1. MATERIAL / QUANTITY REQUIREMENT** : The details of requirements indicating the material description, specification, size, quantity to be delivered, unit of supply etc are indicated in the **Annexure-I**.
- 2.** Request to submit your signed bids through courier / post within the specified due date & time on or before the closing date by 13.30 hrs(Indian Standard Time). Quotations received after the due date and time will not be considered.
- 3.** In order to maintain the standardization, it is preferred that you may offer for the same Unit of Measurements and dimensions requested in this RFQ.

4. The details of the requirement of Acrylic sheets for series production of LCA MK1 and tentative requirement of LCA MK1A are as indicated below:

Requirement of LCA MK1 series production	
Year	Quantity in nos
2019	26 nos
2020	26 nos
Tentative Requirement of LCA MK1A series production	
Year	Quantity in nos
2021	31 nos
2022	31 nos
2023	46 nos

5. **Pricing:**

a) Vendor should fill in the prices at **Annexure-II(Price Bid)**, covering the series production of LCA MK1(Format-A) , Series production of LCA MK1A(tentative)(Format-B). Prices should not be indicated in any other places. It should be complete in all respects.

b) The prices for the series production of LCA MK1 should be firm and fixed whereas in respect of LCA MK1A requirement, the schedule is tentative and the PO will be placed as and when HAL's customer order received, the price will be as per the escalation formula given in Annexure-III.

c) Details of indices used in the bid should be provided for the last 5 years. The indices incorporated should be Govt. publishes or public domain indices and capable of being verified. It may be noted that increase of prices quoted by the vendor are not allowed based on any factor or consideration other than verified indices to be quoted.

6. **DELIVERY REQUIRED:** Our requirement of delivery is mentioned at **Annexure-I**. Vendor is required to indicate the offered delivery time in the **Annexure-I** i.e., Technical Bid. The terms such as " Ex-stock" or "Ex-stock subject to prior sale" is not acceptable. Vendor should clearly mention the delivery lead time in months from the placement of P.O. Vendor may kindly note that HAL could place the order in any time within the validity of your quote.

Taking these aspects into consideration the lead time in months to be mentioned in **Annexure-I**. Based on the response received and lead times offered, the individual suitability / acceptability will be decided by HAL. The decision of such acceptance or otherwise by HAL is final and binding on all parties.

7. **INCO TERMS:**

For all overseas Bidders- Delivery and Passing of Property shall be as per INCOTERMS 2010 on FCA basis.

For all Indian Bidders- Delivery shall be on F.O.R HAL,ARDC basis.

8. Security Deposit:

- i. The successful vendor, shall have to deposit 5% of the value of the order as Security Deposit (to be calculated only on basic cost excluding taxes & duties, provided such details are furnished separately in the bid submitted) 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.
- ii. In case, quotes received without indicating the break-up details of GST or any other Taxes etc. and order placed subsequently on composite value (without indicating break-up details of taxes & duties) then the Security deposit to be sought on the composite value (including taxes & duties).
- iii. In case, the supplier is not ready to comply / agree to Security Deposit, a loading factor of 5% will be applied to the landed cost of offer.
- iv. In case the contract is not executed to the entire satisfaction of HAL, the security deposit shall be forfeited, beside initiation of risk purchase action.
- v. No claim will be entertained against HAL either in respect of interest, if any due on the security deposit or depreciation value.
- vi. 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.
- vii. The format of Security Deposit enclosed at **Annexure-A**.

9. PAYMENT TERMS:

100% direct Payment will be made within 30 days after Inspection and acceptance at our Stores to Vendor's designated Bank Account by Wire Transfer for Foreign vendors and by RTGS / ECS for Indian vendors. The supply should accompany the documents as follows for processing the payment:

- a. ORIGINAL INK SIGNED INVOICE and AUTHENTICATED CERTIFICATES.
- b. CERTIFICATE OF CONFORMANCE / RELEASE NOTE / AIRWORTHY CERTIFICATE
- c. MILL TEST CERTIFICATES / MANUFACTURER ACCEPTANCE TEST REPORTS
- d. CERTIFICATE OF ORIGIN
- e. VENDOR TO CONFIRM PACKING OF THE ITEM AS PER PHYTO SANITARY CERTIFICATE
- f. SPECIFICATION, SIZE & LOT NO. MUST BE STENCILLED ON ALL ITEMS AS PER CERTIFICATE OF CONFIRMITY.

Generally, our payments would be through the State Bank of India, JC road, Bangalore, India.

- b) Kindly indicate your Account No., Banker Name and Address in your quotation.
- c) Advance payment will not be entertained.
- d) Bank Account details endorsed by your bank should be submitted along with the bid.

Note : In case any other terms of payment are offered by vendor where any financing cost has to be borne by HAL, HAL reserves the right to reject the offer or to load suitable financing cost to the offered price for evaluating the bids for determining the Lowest bidder. In this regard, decision is at the discretion of HAL. The decision of HAL is final & binding on all the parties.

10. VALIDITY: The proposal is required to be valid for a period of 180 days from the closing date of Tender.

11. COMMERCIAL TERMS AND CONDITIONS:

HAL's commercial terms and conditions are given in the format enclosed as **Annexure-III** to this RFQ. Vendor's confirmation on each of the clauses as complied / agreed is required to be furnished.

12.Guidelines for submission of bids

Vendor should submit proposal in 2(Two) bid format, Technical bid and commercial bid separately. Accordingly, your proposal should cover the following:

13 Un-priced /Technical Bid: Following Documents to be submitted as part of the technical bid:

13.1.1 Qualification related information to confirm:

a)Please note that only manufacturers are invited for submitting their bids. Stockists/ Distributors are not permitted to submit their bids. The bids submitted by Stockists/ Distributors will not be considered and treated as rejected.

b)Vendor should have full knowledge in the field of manufacture of subject Acrylic sheets. Vendor should have infrastructure and skilled manpower required to execute the contract as a time bound project. Documentary evidence to this effect should be provided.

c)Vendor should have manufactured and supplied in last five years subject Acrylic sheets of same/ similar/ advanced specifications as given in the RFQ to reputed aerospace industries or organizations across the globe. Details of the executed contracts should be provided to ascertain credentials.

d)Sound Financial standing:

Vendor should have a sound financial standing with stable operations during last three years. Vendor therefore should provide authentic information relating to the company profile along with financial performance details pertaining to last three years of operation.

e) Vendor should submit filled in vendor registration form along with the Technical bid. In case, your firm is registered in any of HAL divisions, you may enclose the same. In such case fresh application not required. Application for supplier registration enclosed at **Annexure-B,Annexure-C**.

13.1.2 Technical Specifications related (Ref Annexure-I of this RFQ):

a) Vendors to submit the Technical Bid with compliance/complete details for the item called in **Annexure-I**. The details of Evaluation criteria is specified in **Annexure-I**.

b) Compliance matrix against Commercial terms and conditions at **Annexure-III** without any price details, should be enclosed with the technical proposal.

13.1.3 Integrity Pact (IP) Mandatory to be submitted with the bid documents: The bidders who participate in the tendering should sign the Integrity Pact as per HAL IP format(**Annexure-D, Annexure-E**) enclosed to this tender and submit in a separate sealed cover along with their Technical proposal. Submission of original ink-signed IP is mandatory (all pages to be initialled). If bidders are unable to forward IP within the due date, 15 more days will be given to the bidders. If bidders fail to forward IP even within 15 days of due date their offer is liable for disqualification without assigning any reasons thereof. The Ink-signed IP (Original) should be submitted to HAL along with their offer and not to IEM. The bidders shall be given **option for accepting and signing either Omnibus IP format or Standalone IP format** (enclosed with the RFQ). In case the Vendor had already signed Omnibus IP with any Divisions of HAL and the same is valid, then they can enclose a copy of the same against this tender, instead of signing fresh Integrity Pact, by providing the details such as date of signing, validity, Division, etc. Till receipt of IP without deviation, the bid submitted by such vendor shall not be considered as a valid offer and shall not be processed for further evaluation. Only on receipt of IP without deviation, such offer will be considered as valid offer and taken up for further evaluation process.

All clarifications / query with respect to tender and request for tender due date extension should be forwarded to HAL only. Query related to IP may be sent to Independent External Monitor (IEM). Bidders to note the name, e-mail ID of IEM (Independent External Monitor) as below:

Shri G. Rajeswara Rao IRS(Retd.) (IEM)

E-mail ID: grajeswararao@gmail.com

Note: The bidder should submit their response/compliance to cover all points covered at 13.1.1 to 13.1.3 in form of documents, along with additional information as required, in technical bid.

14.2 Commercial Bid:

14.2.1 It should be ensured that all prices / values payable are specified in the Price Format at **Annexure-II**. 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 further evaluation.

Note:

1) All prices should be filled in the Annexure-II. Prices should not be indicated in any other places.

2) Further you should ensure no pricing aspect indicated in the Technical bid zone.

3) In case of any price information provided in Technical Bid zone, the Technical Bid would not be considered for evaluation and treated as invalid and will be rejected.

14.2.2 Price escalation formulae, if applicable:

- i. The prices for series production of LCA MK1 to be provided at Format A of Annexure -II. Prices for the LCA MK1 series production should be firm and fixed till completion of deliveries.
- ii. The prices for series production of LCA MK1A to be provided at Format B of Annexure-II. Prices for series production of LCA MK1A, should be provided at EC 2019 price level with a price variation formulae for future requirement mentioned in the price format sheet. Vendor to indicate the indices and cap for evaluation.

14.2.3 Applicable taxes and duties, if any (For Foreign Bidders)

It is made clear to the vendor that all taxes, duties and levies/cess or any other charges payable in their country shall be borne by them and that HAL will bear all taxes, duties and levies/cess or any other charges payable in India except withholding tax.

Applicable taxes and duties, if any (For Indian Bidders)

Vendor 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 in the separate tabulation called for in the price bid format. In case the taxes and duties are not indicated in the bid, the offered prices will be considered as inclusive of taxes / duties. The suppliers need to note this aspect.

15. Evaluation process and Acceptance Criteria

15.1. Technical bid opening :

Technical bid against this RFQ would be opened on 31st July, 2019, 10.30 Hrs(IST), in IMM Dept. of ARDC, HAL. Bidders interested to witness the tender opening may forward written confirmation with name of their authorized person and designation prior to tender opening. In case of any administrative issues for opening the technical bids on the proposed day, the technical bid will be opened on the next working day / following day.

15.2 Technical Evaluation:

All the technical bids submitted by the vendors would be opened and examined for adherence/ compliance to the requirements as specified in this RFQ. In case of

ambiguity or non-clarity in statements given by the vendors. HAL may seek information/clarification from the concerned vendors. All Such offers which are technically acceptable, would be considered for commercial bid opening.

15.3 Commercial Bid Opening:

Commercial bids of short listed vendors whose technical bids have been found to be meeting HAL's requirement, would be opened. The information regarding date and time of opening , would be provided separately to only successful vendors. Technically qualified bidders may witness the tender opening.

15.4 Commercial Evaluation:

15.4.1 It may be noted that the commercial evaluation will be done on the total landing cost to HAL.

15.4.2 The commercial evaluation shall be carried out as sought in the respective pricing formats covering quote for 52 A/c sets for LCA MK1 series production programme (Format-A) and purchase of 108 A/c sets for Series production of LCA MK1A (Format-B) as per the tentative schedule provided in the RFQ. However, HAL reserves the right to limit the order covering the requirement of series production programme of LCA MK1 only and the right to exercise options and to place separate orders for LCA MK1A series production requirements on need basis based on HAL's customer order.

15.4.3 Prices for the anticipated series production requirement of LCA Mk1A shall be quoted at 2019 price level as mentioned in the price format. The quoted price shall be escalated to the economic level of point of incurrence by considering maximum escalation factor (cap on escalation) provided at Sl.no.3 of Annexure III. In case vendor does not provide max escalation factor, then the highest escalation factor provided by the competing vendors against this tender from any part of the world shall be considered for commercial evaluation of your offer.

15.4.4 In case of foreign bidders quoting on FCA basis, the quoted price will be evaluated by loading 3% towards Freight & Insurance charges, applicable Indian custom duty and any other Indian taxes as applicable for leveling the prices.

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

15.4.5 Indigenous vendors should quote on F.O.R HAL, ARDC, Bangalore basis. **Further, Indian Bidders should quote in Indian Rupees only and payment will be made in Indian Rupees. Offers from Indian Bidders quoting in Foreign currency will not be considered for evaluation.**

15.4.6 The other cost implication viz. Financing Charges, Duty, Taxes and other Govt. levies (as applicable) etc. will also be taken in to account during commercial evaluation.

16. **HAL's OBLIGATIONS:** This RFQ does not oblige HAL to pay any cost incurred in the preparation or submission of any response including technical / commercial proposals from Vendor. HAL reserves the right to reject any and / or all responses received to this RFQ without assigning any reasons at any stage.

17. Additional Information

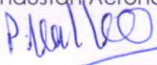
- i. Please note that Bids submitted after the due date will not be considered and will not be opened. Further, offers received through E-mail / Fax (other than submitted through post /courier) will not be considered and will be rejected. Signed Bids should be submitted through post/courier within due date and time specified.
- ii. Signed Proposals to be submitted in English Language only on or before due date and time. Any clarifications on the tender, you may contact:

THE ADDITIONAL GENERAL MANAGER (IMM)
M/S HINDUSTAN AERONAUTICS LIMITED,
AIRCRAFT RESEARCH & DESIGN CENTRE,
MARATHAHALLI POST,
BANGALORE – 560037, INDIA
Tel : 0091 80 22315199/22324142
Fax: 0091 80 22317132

18. Please communicate by e-mail, for any clarifications on the tender to the corresponding mail id: imm.ardc@hal-india.com.

Thanking you,

Yours faithfully,
For Hindustan Aeronautics Ltd.


(P. MALLIKARJUNA RAO)
Additional General Manager(IMM)ARDC

11/ Jun/2019

Encl: As stated above.