

RFP for Ku Band Rx only Earth station			
Tender No: SAC/HPUR/2017E0430701 dated 25/09/2017 by SAC-ISRO, Purchase H Group			
Sl.	RFP reference	Query / Suggestions	
		SAC response	
1	(a) RFP Pg.8, Sl.2 'Limited Options with respect to sub-systems' (b) RFP Pg.10, sl.(b) 'Antenna & RF Subsystem with options, if any'	During discussions on 06 Oct 2017 we understood that: (a) Options has to be from the same make/ OEM (b) Model, capacity, capability of sub-system in options can be different meeting overall compliance (c) SAC will not exercise choice. Choice from options is of the bidder. Please confirm if our understanding is correct. Else, please elaborate.	Options are limited to from the same make/OEM on subsystems only. No two parallel total full system options to be provided
2	RFP Pg.11 sl.(F) 'SAC made feed for the antenna will be ready by 6 months'	We requested for an upper cap for delay, if any, beyond 6 months, since it is a indigenous development endeavour and has both cost and LD implications for bidder also. Time extension does not compensate the additional cost for time-over run. Therefore, we suggest that: (a) Full payment of material price delivered till the commencement of the 9th month (i.e. after 2 month's grace on delay) will be made to the bidder since bidder would have made 100% payment to OEM. (b) We are willing to give a PBG of 10% of Material Cost (excluding CAMC price) i.e. PBG as applicable during warranty to SAC-ISRO as a token of bidder's performance guarantee (c) Bidder's additional services cost (will be quoted on monthly basis along with bid) for delay beyond 6+2=8 months for supporting antenna feed installation, commissioning and proving activity, will be reimbursed (d) 'Time extension without LD' will be granted for the period of delay in the feed development and testing, if any. Please confirm acceptance. We will submit price bid accordingly taking into account 'price variation clause' stipulated at Page 4 last line of the 'Instructions to Tenderers - Indigenous (G2)'	SAC is confident of providing the feed within the stipulated time of 6 months ARO. However, in case of any unforeseen eventuality of not delivering the feed within 6 months, the decision may be made mutually between SAC and vendor. Vendor is requested to submit his plan/terms and condition for such unforeseen conditions in the offer.
3	RFP Pg.13, Fig.1 Pg.12, sl.25 and Pg.23 sl.3 regarding 'TCP/IP Interface'	We understand that "remote monitoring and control of servo system" is from a fixed pre-decided location. No Web based solution is needed. Please confirm.	Yes
4	Civil Works RFP Pg.5 sl.(B), Pg.9 sl.(f), Pg.10 sl.(a) and Pg.30, sl(d)	Civil works is limited to Antenna Pedestal including interface links between outdoor and indoor systems, provision of a suitable A/C shell, OFC cable supply and laying in existing ducts as indicated by SAC-ISRO and innovative arrangements to minimise impacts of noise and vibration on the antenna pedestal from neighbouring sources such as railway tracks. Please confirm the above to ensure there are no open ended works having cost and time implications.	Yes
5	RFP Pg.32, Eligibility The vendor must have experience of installation and commissioning of Ku-Band antennas, and also the KU-Band stations installed by the vendor should have been operational supporting KU-Band data reception for at least one year.	As discussed during the pre-Bid meeting that the experience of 100% owned subsidiaries of a bidder is also accepted in most of the Government/ Defence procurement procedures since the ownership and management is the same. Therefore, we suggest the following amended eligibility statement: "The vendor or, any of its 100% owned subsidiary companies must have experience of installation and commissioning of Ku-Band antennas, and also the KU-Band stations installed by the vendor should have been operational supporting KU-Band data transmission or reception for at least one year.	Experience of 100% subsidiary companies is NOT considered . Also antenna with both Tx and Rx facility is equally acceptable with the antenna with Rx only capability

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6	Instructions to tenderers Pg12 & 13, sl.19 LD clause	<p>As discussed during pre-bid meeting, the text minimum at Page 6 of Instructions to tenderers "<i>to recover from the Contractor as agreed liquidated damages and not by way of penalty, a sum of 0.5% per week of the price of any stores which the Contractor has failed to deliver as aforesaid or during which the delivery of such store may be in arrears subject to a minimum of 10%,</i>" is an error and Clause 19 at Pages 12 and 13 of Instructions to tenderers repeated below defines the LD clause completely:</p> <p>19. DELAY IN COMPLETION / LIQUIDATED DAMAGES: If the Contractor fails to deliver the stores within the time specified in the Contract or any extension thereof, the Purchaser shall recover from the Contractor as liquidated damages a sum of one-half of one percent (0.5%) of the Contract price of the undelivered stores for each calendar week of delay. The total liquidated damages shall not exceed ten percent (10 %) of the Contract price of the portion of stores so delayed. Stores will be deemed to have been delivered only when all their component parts are also delivered. If certain components are not delivered in time, the stores will be considered as delayed until such time as the missing parts are delivered.</p>	<p>The delivery date stipulated in the order released by SAC will be the essence of the order. If the successful vendor fails to deliver the stores within the time specified in the order or any extension thereof SAC shall recover from the supplier as liquidated damages a sum of one half percentage (0.5%) of the ordered price of the un-delivered stores for each calendar week of delay and part thereof. The total liquidated damages shall not exceed Ten percent (10%) of the order price of the unit or units so delayed.</p>
7	Net Present Value (NPV) Method	<p>It is confirmed that absolute quoted price will be considered for L1 decision and "Net Present Value (NPV)" method will not be applied for computation of L1</p>	<p>No. Net Present Value method will not be used for L1 evaluation. Only Evaluation Criteria mentioned in the RFP will apply.</p>
8	No EMD/ Bid Bond with Bid	<p>It is confirmed that there is no Earnest Money Deposit (EMD) or Bid Bond along with the Bid. Only the winner will provide the Security Deposit/ BG for advance, as applicable after issue of P.O.</p>	<p>Earnest Money Deposit is not applicable. Only the Successful tenderer will provide Security Deposit/BG for Advance, as applicable after issuance of Purchase Order.</p>

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9	High Sea Sales	It is confirmed that High Sea Sales is permitted.	Vendor are free to quote for High Sea Sales Options. Custom Clearance and Transportation from Airport to SAC Ahmedabad shall be Vendor's Responsibility. High Sea Sale Agreement shall be as per SAC Format. Custom Duty Exemption Certificate shall be provided on submission of High Sea Sales Agreement, Airway Bill, Invoice, Packing List, etc.,
10	Customs Duty Exemption and IGST rate	As discussed, CDEC will be provided vide customs noti. No. 50/2017-custom dated 30/06/2017 Sr. No. 539 (b) and additional notification "GST compensation Cess 991/2017 Sr. No. 56), on submission of original AWB and invoice for availing NIL duty. IGST rate is 0%. No Additional Cess is to be paid after issue of CDEC by SAC. CDEC will be issued against submission of shipping documents like Airway Bill, Invoice, Packing List, etc.	SAC is exempted from IGST on High Sea Sales. CDEC will be issued on submission of necessary shipping documents.
11	Landed Cost for L1 Decision	As discussed, it is confirmed that Landed Cost will be the basis for L1 evaluation. Landed Cost will include taxes, freight, if any and the loading factor for the interest amount of the Advance sought at SBI MCLR rate on the date of price bid opening.	Yes
12	Instructions to Tenderers Page 4 sl.6	"Preference to tenders offering supplies from ready stocks" is not relevant to this tender.	Not applicable to this tender.
13	Separate Quotes	Separate Quotes are to be submitted for Ahmadabad and Delhi. Both quotes are mandatory to qualify. Part bid not acceptable.	Yes
14	Spares	Spares cost is not considered for L1. Spares cost is to be borne by the bidder as part of warranty and CAMC commitment. The list of spares with make, model and unit price is to be submitted for information only.	Yes
15	Antenna Feed System	Complete antenna feed system is provided by SAC-ISRO at site at Ahmadabad and Delhi as per P.O. The Interface Control Document (ICD) will be jointly agreed during the PDR/ DDR with the winning party. All structural and stability calculations will be submitted with OEM's standard feed system at the time of Bid.	Yes
16	Test Equipment for Antenna Feed Integrated Testing	All necessary test equipment, jigs and rigs for testing of indigenous Antenna Feed System will be provided by SAC-ISRO.	No test equipment/Jig or rigs for the antenna feed system will be provided to the vendor. Only SAC calibrated Spectrum analyzer can be arranged at site only during the commissioning
17	Antenna Pedestal	Antenna is at Ground Level - NOT roof top installation.	Yes

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18	Extension of Bid Submission Date to 7 November 2017	As discussed, Diwali holidays are preceding the current Bid submission date 24 October 2017. As seen earlier, last minute approvals, interactions, and clarifications from all stake holders get hindered in such cases. It is therefore strongly requested to extend the bid submission date to 07 November, once for all. No further request may be entertained.	Extended upto 7/11/2017
19	SAC Provided Feed Specifications	We request SAC-ISRO to provide specifications, radiation pattern etc of Feed to be provided by them	OK only to the bid winner at the time of ARO
20	Redundancy or Hot standby in Downconverter system and Fiber optic solution	Please confirm whether the proposed solution should have redundancy or hot standby in L band Downconverter System and Fiber Optic system	Redundancy as indicated in the RFP Figure-1. No spare downconverter and OFC link is mentioned in the RFP
21	Antenna Pedestal Type	Antenna pedestal structure is 'cone type' or 'king post model' ?	King post or cone type
22	Antenna pedestal room	Pedestal drive control unit needs big room. Should we propose separate cabinet near to antenna?	A/C shell is preferred. Vendor can choose any alternate options
	Basic Feed Details required	Kindly provide feed basic details (approximately)	
23		o Horn length	Tentative Feed Dimensions inclusive of Horn, OMT, tracking coupler and filters
		o Weight	Dia= 225 mm
		o Feed tube size	Length < 800 mm
			Sub reflector and main reflector profile is to be supplied by the vendor. Reflector optics and profiles to be shared by vendor before PDR so that antenna performance using SAC Feed can be evaluated during PDR.
		o Sub reflector basic design data	
		o Reflector contour details for the feed to fit to OEM antenna	
24	Antenna Preparation	(a) The Antenna OEM will supply the antenna ready with 'indigenous feed fitment arrangements' (i.e. fitted for) before it undergoes factory acceptance abroad. No physical impact or drilling of holes etc on the antenna is desirable to be done in India since it may cause deformations affecting directivity and pointing accuracy. Impact or drilling would make Antenna warranty null and void.	a) Feed mounting mechanical interface shall be finalized at the time of PDR. Once agreed interface need not to be changed.

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		(b) Therefore, it is necessary that feed fitment design on the antenna and its foot-print/ installation arrangements / base plate fixing and its adjustment arrangements if any are mutually decided at the PDR/ DDR stage itself.	
		(c) A confirmation to this effect is requested.	
			b) & c) It is agreed.
25		Kindly confirm whether we have to submit our proposal through e procurement mode or by physical submission in two part performa	Only E procurement mode
26		<p>This project has large infrastructure requirement and fund requirement. Hence request for stage wise payments as below:</p> <p>a) Advance payment of 25% along with Order against submission of Advance Bank Guarantee (valid till delivery of equipment).</p> <p>b) 50% upon Delivery of items on Pro-rata basis</p> <p>c) 15% upon Installation and Commissioning on pro-rata basis</p> <p>d) Balance 10% upon Final Acceptance on Pro-rata basis</p> <p>CAMC payments: Quarterly payments upon satisfactory completion of activity Kindly confirm</p>	Standard Payment terms of SAC/ISRO applies for the all hardware/software and Half yearly payment applied for CAMC as mentoned in RFP
27		Request to modify the Penalty clause as: The faults reported/lodged from the user must be attended with in 24 hrs. However for repair and full functionality one weeks time may be allowed before applying the penalty.	The faults reported / lodged from the user must be attended and repaired within 24 hours from the time of report of compliant. For each subsequent day of delay after 24 hours from the time of lodging the compliant, 0.5 % of annual CAMC value with ceiling of 10 % of total contract CAMC value.

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28		Please let us know whether SAC will sign an NDA with the manufacturers to protect the IP and maintain the confidentiality?	No NDA will be signed by SAC. Only indicative FE analysis is required during the the bid
29		We would request you to let us know what are the probable tests that SAC would like to undertake as it has lot of cost implications which needs to be cater to during bidding process itself.	Standard acceptance test procedures exist for the antenna system
30		Is vendor free to provide complete antenna system including the feed	NO, The system is acceptable only with SAC made feed
31		please confirm whether the spares support for 7 years is acceptable.	No
32		it should be allowed that the front end bidder can associate with the companies having experience of Installation and Commissioning of Ku-Band Antenna and submit a Memorandum of understanding between these two companies for executing the project.	Either vendor or OEMs experience is considered
33		In case the integration of the complete Antenna does not happen due to improper feed than what shall be the outcome for the material supplied	SAC is confident of providing the desired feed within the stipulated time of 6 months ARO. Vendor will be supplied with an accepted feed , using which the vendor has to show the overall performace.
34		(I)Please let us know whether SAC shall provide 30% mobilizing Advance against Bank gaurantee (ii) Whether SAC shall release a balance 50% payment against delivery of material and remaining and 20% on completion of Installation, Commissioning, testing and acceptance.	Standard Payment terms of SAC/ISRO applies for the all hardware/software. Vendor to propose their payment options