



INTEGRATED MATERIALS MANAGEMENT  
ROTARY WING RESEARCH & DESIGN CENTRE  
HINDUSTAN AERONAUTICS LIMITED  
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GSTIN.29AAACH3641R1Z3  
CIN L35301 KA 1963GOI 001 622

### **Important Note**

Bidders are requested to submit their proposals (Technical and Price bid) online at HAL's e-procurement portal (<http://eproc.hal-india.co.in> or link to e-Procurement through [www.hal-india.co.in](http://www.hal-india.co.in)). Tenders submitted through any means other than e-procurement portal will not be considered and will be rejected (No Hard copies of Technical and Price bid should be submitted). Vendors should ensure that the pricing aspects either in PDF form or any other form are not mentioned in the Technical Bid zone. HAL is not responsible for delays/problems faced if any with internet, etc. Hence, you are requested to submit the bids on-line well before the tender due date and time. Refer attached e-tender terms for submission of Bids.

Only Integrity Pact and local content certification in original should be submitted in a separate sealed cover with tender reference and it should reach HAL, RWR&DC, IMM Dept on or before the due date & time of Tender.

### **COVERING LETTER – MAIN RFQ**

Tender No: RC/IMM/CSS/8422LRU/132/1

Date: 11<sup>th</sup> April 2023

### **SUB: REQUEST FOR QUOTATION (RFQ) FOR CRASHWORTHY SWIVELLING SEAT FOR ADVANCED LIGHT HELICOPTER (ALH) PROGRAM**

**Due Date: 09<sup>th</sup> May 2023, 14:00 Hrs IST**

Please indicate above RFQ/Tender number & due date on the Envelopes of Integrity Pact and local content certification while responding

Dear Sir / Madam,

**1. GENERAL INFORMATION:**

1.1 Hindustan Aeronautics Limited (HAL), a Navaratna Public Sector Undertaking is engaged in Design, Development, Manufacture, and Repair & Overhaul of Aircraft, Aero Engines, Helicopters, Avionics and Accessories ([www.hal-india.co.in](http://www.hal-india.co.in)).

1.2 This RFQ deals with requirement of “CRASHWORTHY SWIVELLING SEAT” for the ALH programme.

**2. GUIDELINES FOR SUBMISSION OF BIDS: Vendor should submit proposal in 2 (Two) bid format, Technical bid and Commercial bid separately (through HAL e-Procurement portal only).**

Accordingly, your proposal should cover the following:-



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**3.1 Technical Bid: Following documents must be submitted as part of the technical bid:**

3.1.1 Technical Proposal (also referred as Technical Bid) should include the following information at 3.1.2 to 3.1.8.

**3.1.2 Compliance Statements:**

3.1.2.1 Compliance matrix confirming point-by-point compliance to all paras of this RFQ, compliance matrix against technical specifications at Part I and compliance matrix against Commercial terms and conditions at Part II, should be enclosed with the technical proposal. Attention is also drawn to Para 6.2.1 infra.

3.1.2.2 Insufficient or incomplete details may lead to rejection of the Bid. In respect of Technical specifications, indication of “compliance”, “non-compliance”, or “partial compliance needs to be substantiated with details sufficient enough to enable comprehensive understanding.

**3.1.3 Development Plan and Certification with Schedule**

Vendor to provide a Development Plan and Certification with Schedule, in case the System is to be developed or adapted, clearly indicating the intermediate milestones in the form of a Gantt chart.

**3.1.4 Integrity Pact (IP):**

3.1.4.1 Vendor should submit hard copy of Integrity Pact (either Omnibus IP or Standalone IP), in original, duly signed by authorized signatory and witness, in a sealed envelope. Bidders should submit IP on plain bond Paper. All pages to be initialed by Bidder/ authorized signatory. Formats for both Omnibus IP and Standalone IP are placed at Part-IV of RFQ. Vendor may select either Omnibus IP or Standalone IP for signing with HAL. 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.

**3.1.4.2** The envelope, which contains the signed IP, should be marked as “Integrity Pact” indicating tender reference and due date and should reach us at the following address on or before the tender due date and time:

Deputy General Manager (IMM)-RC,  
Rotary Wing Research & Design Centre,  
Hindustan Aeronautics Ltd.  
Vimanapura Post,  
Bangalore-560017, Ph :+91 80 2232 7253

**Or**

alternatively the sealed cover with tender reference and due date containing the signed Integrity pact should be dropped in the tender box ( Rotary Wing Research and Design Centre) kept at Reception (VIP Gate of RWRDC& Production division) on or before the tender due date and time specified in tender.



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HAL will not be responsible for any transit/postal delay or delay due to any other reasons in receipt of hard copy of original signed IP. A copy of signed IP should also be scanned and attached with your technical bid, which has to be submitted online through e-Procurement portal.

**3.1.4.3 Entering into integrity pact without deviation from the specified format is preliminary qualification without which the bid is liable to be rejected without evaluation. Bidders who submit IP with deviation might at HAL's discretion be given an opportunity to submit original signed IP without deviation within stipulated time limit as decided by HAL.**

3.1.4.4 In respect of IP and its monitoring, there would be Independent External Monitors (IEM) who will be appointed by the Central Vigilance Commission, a statutory body and not by HAL. The present IEMs are:

Shri Rajiv, IPS (Retd.)  
e-mail: [shreerajiv1975@gmail.com](mailto:shreerajiv1975@gmail.com)

Shri Gangaram Aloria, IAS (Retd.)  
e-mail: [aloriag@yahoo.co.uk](mailto:aloriag@yahoo.co.uk)

3.1.4.5 The signed IP will form part of the contract/purchase order, in the event of placement of order.

3.1.4.6 All clarifications/query/status w.r.t tender & validity extension of tender should be forwarded to HAL only and not to the IEM except query related to IP.

3.1.4.7 Signed IP in original should not be forwarded to the IEM.

3.1.5 **Non-disclosure Agreement:** Non-disclosure Agreement duly signed by the authorized signatory from the vendor's side strictly as per the format enclosed at **PART-V** of this RFQ should be submitted. If the vendor does not agree to any specific clause in the NDA, the same should be brought out in the Technical Bid for consideration of HAL. However, HAL reserves the right to accept or reject such proposed changes to the clauses of the NDA.

3.1.6 **Support needed from HAL:** Vendor needs to clearly define the information/ support needed from HAL for executing the proposed supply after signing of contract/ placement of PO. In case support is required from HAL, a Work Share Matrix clearly indicating the responsibilities of HAL and Vendor is to be attached. However, such support from HAL, other than as a facilitation of work, shall have no impact on the pricing of the bid nor shall it shift any of the vendor's responsibilities to HAL.

3.1.7 **Checklist:** Vendor should attach duly filled check list as given in **PART-VI** of this RFQ.



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3.1.8 Price formats without figures in Technical Bid: In the Technical evaluation, there is a need to confirm whether the Bidder has quoted price details as per requirement. For this purpose, Bidder should include in the Technical Bid the Price Format (Part-III of the RFQ) after filling it up as per the following instructions.

- Actual prices quoted by the Bidder SHALL NOT to be filled in.
- Instead, wherever price is quoted, it should be filled in as “Quoted”. If price is not quoted (because that cost element is not applicable) or if the quote is zero, then it should be filled in as “N/A”.

**It may be noted that if prices are included in the Technical Bid in contravention of the above, the Bid will be summarily rejected without giving any opportunity for rectification.**

**Note:** The bidder should upload Technical Bid in the form of documents mentioned from Para 3.1.2 to 3.1.8 above in the form of attachments (each attachment file not exceeding 5 MB) through HALs e-procurement portal.

**3. SYSTEM REQUIREMENT DEFINITION:**

**4.1 Technical requirement**

4.1.1 The Technical Specification of the **CRASHWORTHY SWIVELLING SEAT FOR ALH PROGRAM** (hereinafter also referred as “System” based on context) shall be as per HAL document **Ref: RC/ALH/SS/TS/002 Issue I Rev C dated 28.11.2022** enclosed as **PART- I** to this RFQ.

4.1.2 Based on design reviews, or problems noticed during integration and testing, if there is any need for modification/ change in the system to make it compliant to Technical Specifications and/or to make it fit for use shall be the responsibility of the vendor to carry out such modifications / changes and render technical assistance without additional cost to HAL.

4.1.3 The system offered should be of the current design and should be maintained in service for a period of at least 15 years. In case a need arises on the vendor’s end to replace the system with a superior or an upgraded system for any reason including addressing obsolescence, vendor should take responsibility for offering such alternate system at prices not more than what are quoted against this RFQ.

**4.2 Integration/ Certification requirements:**

4.2.1 Vendor should supply System for integration into ALH during development phase as per schedule given below. Technical and Qualification Documentation, Ground Support Equipment, Special Tools (if any, required for equipment installation/removal, testing and maintenance) along with spares that are required to prove the system on ALH platform should be proposed by the vendor and deliveries are to match the requirements at various phases of the project.

4.2.2 Vendor should note that in the process of proving the system on ALH, necessary services such as Systems Engineering, Adaptations of Hardware and technical services may be required by HAL during the



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Integration and Ground and Flight evaluation of the system on ALH including training to HAL representatives to carry out such tasks. Vendor should provide technical assistance to HAL in these aspects.

4.3 **Schedule of Deliverables:** The proposed system is required by HAL in two phases as given below: Adherence to the required schedules shall be an important consideration for accepting or rejecting Bids. Minor deviations in this regard may be accepted by HAL based solely on its judgment and discretion.

4.3.1 **Development Phase:** During the development Phase, our requirement of units is as follows:

| ITEM                       | Quantity | Delivery Date                  |
|----------------------------|----------|--------------------------------|
| CRASHWORTHY SWIVELLIG SEAT | 01 NO.   | 6 Months after placement of PO |

The system shall be supplied as per technical specification. It is possible that the Bidder may be capable/ready to supply ahead of these schedules in which case the Order/Contract will include such accelerated schedules as mutually agreed. A single Order will be placed for the Development phase covering the period up to Certification of the system by the Airworthiness Authority.

Although “No” is mentioned above, the Bidder should provide itemized list of all deliverables along with Part Nos. and respective quantities.

Bidder should incorporate mutually agreed changes , if any (which will be known after fitment /usage of first set of delivered units) arising out of initial integration and trials on ALH platform in second lot of supplies without additional cost. Vendor should also retro modify the previously supplied units (against first set of deliveries) as required without additional cost, as and if required by HAL.

For the developmental units supplied by bidder, in case of any deviation in PI check values or any malfunction of the unit, rectification for the same to be performed by the vendor without any cost implications to HAL. Vendor to specify special tools & test equipments if any.

All deficiencies in system (not meeting specification), which are noticed at any stage (including Production phase and post warranty period), and which are attributable to bidder should be rectified free of cost in all units/supplies.

4.3.2 **Production Phase :**

The total production requirement is spread over a period of ~ 1-2 years after successful completion of development phase of project based on receipt of orders from customers. The tentative production program schedule is given below:



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|                        |           |
|------------------------|-----------|
| Year of Delivery       | 2023-2024 |
| *Total Quantity in Nos | 18        |

The system to be supplied as per technical specification.

\*Note

i) There will be no single order covering the total production phase quantity. Orders for production phase as above are subject to (i) Certification of the ALH by the Airworthiness Authority and (ii) receipt of orders from the HAL Customers. It should also be noted that the quantity ordered may be less than the numbers mentioned above either on yearly basis or in total.

ii) In line with the above, the tentative schedule of deliveries in the table above will be used only for commercial evaluation on a uniform basis. Production phase requirements will be sourced through purchase orders to be placed from time to time taking into consideration Orders from customers, HAL's production schedule and vendor's supply lead-time. Accordingly, Vendor is required to indicate the lead time for supply of production units with reference to time of placement of production orders.

4.4 **Adherence to agreed Development Plan/ Delivery Schedule:** Preference will be for a proven system/off the shelves system that can be customized to meet Technical Specifications of this RFQ rather than a system which has to be developed ab initio or which is primitive to start with and needs major development effort to bring it up to the required level of sophistication. Accordingly, the latter type of systems offered will be technically disqualified solely based on HAL's assessment. Vendor is required to indicate development schedule (in the form of a Gantt chart) broadly in line with the schedules required as per this RFQ. While minor changes may be accepted based on HAL's discretion, schedule deviations which could affect HAL's schedule for Certification of the ALH will not be accepted. Based on the information in the technical bid, further information available and the level of readiness of the system offered, HAL will make an assessment whether the vendor is capable of meeting the development schedule.

4.5 **Product support during service life:**

4.5.1 Vendor should supply recommended spares for operator level servicing and should carry out the necessary product support activities. Vendor should also recommend the list of test equipment/ fixtures and special tools required for servicing at HAL/ its customer bases.

4.5.2 Vendor should indicate lead time for supply of spares, test equipment, etc. and should authorize HAL for direct purchase from OEMs/Primary vendors of the spares, test equipment, etc.





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## 5 VENDOR QUALIFICATION CRITERIA:

### 5.1 **Original equipment manufacturer (mandatory condition to be fulfilled by bidder):**

**Original Equipment Manufacturer (OEM) implies that the Industry / Company shall do the manufacturing of the seat / Product and not merely a system integrator and carrying out assembly etc.**

It is preferred that Original Manufacturers only should respond against the tender. In case, if any Indian Industry / Company is authorised to manufacture product in India under License from the respective Foreign Manufacturer (OEM), such Indian Industry / Company can participate in the Tender on behalf of Foreign Manufacturer and may submit the bid along with Manufacturer's authorization letter. The bid should accompany a formal letter from Original Manufacturer, stating that Manufacturer will ensure that Manufacturer's name is included in the Product label, Manufacturer shall take full responsibility for quality and performance of the product as well as full product support, for life time of the ALH/Helicopter / Aircraft, in compliance with the Terms and Conditions of the RFQ. Further, Manufacturers would also provide detailed roles & responsibility of both, i.e. Manufacturer (themselves) as well as Indian Industry / Company in execution of supplies.

Indian Industry/Company shall not act as trader/distributor/reseller/agent.

### 5.2 **Prior experience**

5.2.1 Vendor should have adequate knowledge in the fields of design, development and supply of subject system. Vendor should also have infrastructure and skilled manpower required to execute the contract as a time bound project. Testimonials to this effect should be provided.

5.2.2 Vendor should have developed/ supplied in last five years similar items of same/ similar/ advanced specifications as given in this RFQ to reputed aerospace industries or organizations across the globe. Details of the executed contracts should be provided to ascertain credentials-

**Note: Relaxation of the requirement of five year experience as mentioned at SI No. 5.2.2 could be Considered for all startups and MSEs. However, they should have experience in development and supply of similar proposed item. Startups and MSE should submit product completion certification / Type approval from the End user or CEMILAC for satisfactory completion of development and supply of items. The bids from Startups and MSE without documentary proof for satisfactory completion of development and supply of similar item will be rejected and will not be considered for further evaluation. Also, vendor shall furnish documentary proof for being MSEs/Startup as stipulated by the Govt of India. Else, the bid will be rejected and not considered for further evaluation.**

### 5.3 **Purchase Preference, as detailed at Enclosure-A, is applicable only to Class-I local supplier.**

In case of non-submission of 'Self Certification/ certificate from the statutory auditor or cost auditor' as stated above, the purchase preference shall not apply.



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**5.4 Bidder's country which shares a land border with India:**

Restrictions under Rule 144(xi) of the General Financial Rules (GFRs) issue by GoI, Ministry of Finance, Department of Expenditure (DOE).

Bidders should refer to Appendix-C of this tender documents i.e. Clause regarding restrictions on procurement from a bidder of a country which shares a land border with India.

All the participating bidders have to mandatorily submit the both ANNEXURE-I A & I B relevant certificate (either Type-I or Type-II) as per format enclosed, at the time of submitting the Technical bid along with their offer.

**5.5 Sound Financial Standing**

5.5.1 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 audited statement of accounts/ balance sheet for a period of last three years.

**6. COMMERCIAL REQUIREMENTS:**

**6.1 Prices**

6.1.1 All the prices payable by HAL for **CRASHWORTHY SWIVELLING SEAT FOR ADVANCED LIGHT HELICOPTER (ALH) PROGRAM** should be given in the price format enclosed as **PART-III** of this RFQ. It should be complete in all respects. No subsequent addition/ alteration/ claim will be entertained over and above the quote

6.1.2 Prices for the Development Phase should be firm and fixed till completion of development phase. The prices for Production Phase, Spares and availing additional Technical assistance/Training etc should be quoted at EC 2023 price level. The prices will thereafter be varied as per price variation formula to be quoted by vendor as referred in the Commercial Terms and Conditions placed as **PART II** of this RFQ with the maximum cap on escalation. Reduction in prices due to Learning Curve effects, economies of scale, etc. can be factored into the price variation formula by including additional reduction factors and proposed in the Commercial Bid. Other than escalation as per the quoted formula, and ERV as mentioned later, no other increase in prices shall be permissible at any stage unless agreed by HAL.

**6.2 Compliance to Commercial Terms and Conditions**

6.2.1 Vendor is expected to comply with all the terms and conditions as given in **PART-II** of this RFQ. **Compliance to Performance Guarantee requirement is a mandatory criterion for consideration of bid.** For other Commercial Terms & Conditions, in case the Bidder proposes alternative formulation for any clause, the same should be indicated clearly in the Bid. However, such non-compliances or partial/modified compliances should be kept to a bare minimum. In case, proposed alternatives taken





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together negates or seriously compromises the basic nature of commercial engagement envisaged through this RFQ, then HAL at its sole discretion will be entitled to reject the Bid.

**6.3 HAL's Rights & obligations**

6.3.1 Issuance of this RFQ shall not impose any obligation on HAL to place any Order on (or to sign any Contract) any Bidder. HAL also reserves the right to cancel the RFQ process at any stage without assigning any reason.

6.3.2 HAL is under no obligation to meet or reimburse any cost incurred by or on behalf of Bidders in connection with responding to the RFQ or participating in any process related to this RFQ.

6.3.3 HAL is under no obligation to pay any interest on Security Deposit and Performance Deposit.

**7. Technical Evaluation:**

7.1 **Technical bid opening:** Technical bids submitted against this RFQ would be opened on **next working day after the due date of Tender**. Interested bidders may witness the bid opening online by logging into HAL e-Procurement portal.

7.2 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/ clarifications and/or seek demonstration, testimonials, means of compliance, etc.. Only such offers that meet HAL requirements shall be short-listed for further commercial evaluation.

7.3 HAL reserves the right to call for a demonstration of the System being quoted or technical interactions to ascertain vendor's competencies, availability of technical resources, past experience, credibility of claims made in the RFQ response, means/likelihood of compliance with technical specifications, etc. with any one or all vendors on no cost no commitment basis before opening of the commercial bids. If, based on demonstration or technical interactions as above, HAL Technical Evaluation Committee comes to a reasonable conclusion that the compliance to technical specifications or other claims made in the vendor's bid are unlikely to be met in practice; the Bid shall be rejected as technically non-compliant.

7.4 Commercial Bids of bidders who do not qualify during Technical Evaluation will remain unopened in HAL e-portal and inaccessible to HAL or anyone else.

**8 Commercial Evaluation**

8.1 **Commercial Bid Opening:** Commercial bids of vendors whose technical bids have been found to be meeting HAL's requirement would be opened online. The date and time of opening would be informed to



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all technically qualified vendors, who may witness the tender opening online by logging into HAL e-Procurement portal.

- 8.2** Bid with the lowest price arrived at based on the commercial evaluation criteria/process mentioned below will be considered for placement of order:

As stated earlier, the price quoted for Development Phase would be firm & fixed till completion of Development phase (no escalation is applicable for development phase). The prices of Production Phase, spares etc quoted by bidders at price level “EC 2023” will be considered as Base prices. For determination of comparative prices for commercial evaluation, the following steps would be applied.

- The delivery years and quantities to be delivered each year as given in the RFQ will be the basis to apply the escalation formula.
- Base prices will be escalated using the escalation cap rate to determine the Future Values of the Base prices. If escalation cap is not quoted by the bidder, the maximum escalation cap quoted amongst all the technically qualified bidders will be considered for this purpose.
- Using the discount rate mentioned below, these Future Values will then be discounted to Present Values using standard DCF technique.
- The summation of the Present Values and the Fixed & Firm prices for the Development phase will be taken as the total price quoted for comparison of quotes (Not for placement of Order).
- After this, various Loading Factors as mentioned later will be applied on the total prices for levelling of prices.
- Such prices after levelling will be compared to determine L-1, L-2, etc.
- The conditions of the Public Procurement (Preference to make in India) policy will be applied on the basis of L-1 so determined to finalize the vendor on whom final Order will be placed after due processes including negotiations.

For comparative price determination as described above, the discounting rate (%) will be derived from State Bank of India’s Benchmark Prime Lending Rate at the beginning of the commercial bid opening month. As an illustration, the prevailing SBI Benchmark Prime Lending Rate is **13.75%** and accordingly the discounting factor will be derived as 75% of BPLR. This will be equal to 10.3%.

- a. If the bidder considers that tendered quantity is small, the bidder may quote for Minimum Ordering Quantity (MOQ). Commercial evaluation in this case will be done on  $MOQ \times \text{unit price}$ , if MOQ offer beyond 20% of RFQ quantity.
- b. The following loading factors will be considered for commercial evaluation:



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| ITEM   | Leveled Quote   |
|--|---|
| <p><b>Delivery Term Factor</b><br/><br/>Delivery term – FOR HAL</p>  | <p>If FOR, HAL is the term quoted by the vendor, Freight &amp; Insurance charges will be assumed as included in the prices quoted.<br/>F*Q/100<br/>[FCA/FOB (Foreign)],<br/>where F = Freight &amp; Insurance – 4%<br/>In case of Ex-works, F=3.5%<br/>0.02*Q for Ex-Works (Inland)</p>   |
| <p><b>L.D. Factor</b><br/><br/>Liquidated Damage (LD Factor)<br/>(LD @ 0.5% per week of delay maximum up to 10% of PO value)</p>   | <p>In case the vendor does not agree to max 10% LD,<br/>(10-L)*Q/100<br/>Where,<br/>Q – Quoted Price<br/>L – Maximum Rate of LD agreed</p>  |
| <p><b>Security Deposit Factor</b><br/><br/>(If not agreed by vendor)</p>   | <p>In case SD clause is not accepted by bidder,<br/>(S*Q/100)<br/>S - Security Deposit in percentage as per RFQ</p>   |
| <p><b>Warranty Factor</b><br/><br/>Bidders are expected to comply with HAL standard warranty period as mentioned at Part-II. However, if any bidder is offering warranty period of less than 12 months, then the bid will be rejected.</p> | <p>0.03*Q*(WR-WQ)/12<br/>WR - Warranty in Months as per RFQ<br/>WQ - Warranty in Months as per RFQ</p>  |
| <p><b>Payment Terms</b></p>  | <p>If the vendor proposes payment terms other than what is stated in the RFQ, then the differences between HAL terms and vendor proposed terms converted to Present Values using DCF technique will be added to the Quote for leveling.<br/>(T/ 12)*(R+2)/100*QA) (for Advance Payment)<br/>LC + ((T/12)*(R/100)*QL)*0.02 (for Letter of Credit terms)<br/>T= LC/Advance duration in Months as per PO<br/>Q – Quoted Price<br/>R- Marginal Cost of Funds-based Lending Rate (MCLR) per annum.<br/>QL- Extent of LC payment in Quoted price<br/>QA - Extent of Advance payment in Quoted price<br/>LC - LC Charges as applicable</p> |

**d. Conditional discounts if offered in the Bid will not be considered in evaluation of tender.**



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e. Applicability of the Taxes (GST, etc) should be explicitly indicated in the Bid both in percentage terms and in absolute terms. In the absence of this specific input, the offered price would be considered as all-inclusive and no further claims related to taxes payable would be entertained later.

8.2.1 The prices quoted will be evaluated on FOR HAL, Bangalore, basis.

### **8. Exchange Rate Variation**

**Vendors should note the following, if exchange rate variation is claimed on the quoted prices:**

- i) Vendor should invariably specify the Import Content included in the quoted prices (all line items where import content is present) in terms of Foreign exchange as well as equivalent Indian Rupees. In the absence of this input, it shall be construed that vendor shall not be claiming exchange rate variation (ERV) from HAL in the future in regard to the Order/Contract that might result from this RFQ. For Commercial evaluation, HAL will convert the foreign currency portion to Indian Rupees using exchange rates prevailing at due date of tender as per HAL's policy.
- ii) ERV will be applicable only after coming into force of the Order/Contract resulting from this RFQ and only on those line items where quantum of Import content was indicated in the Bid.
- iii) After coming into force of the Order/Contract, for the purpose of making payment/deduction, the reference exchange rate adopted will be TT Selling Rate (of SBI Parliament Street Branch, New Delhi) prevailing as on the date of Bill of Entry. Accordingly the ERV will be computed with respect to the Base Rates prevailing at due date of tender as per HAL's policy.
- iv) Vendor to provide all required supporting documentary evidence w.r.t. import content linked to HAL's order and Bill of Materials to claim custom duty exemption ( if applicable) and exchange rate variations.
- v) For purpose of making ERV payment/deduction, actual value of import (to be supported by BOE, etc) or declared value of import in bidders quote whichever is lower will be considered for calculation of ERV based on TT selling rate on the date of BOE.
- vi) In line with the above, Exchange Rate Variation adverse to the vendor shall be paid by the HAL as addition to Invoice and Exchange Rate Variation favorable to the vendor shall be passed on to HAL as deduction from Invoice.

### **9. Very important additional Information**

- i) The bidder should not indicate price details / indicate pricing aspects in technical bid. **If bidder submit price bid / indicate pricing aspects in technical bid, the bid is liable for rejection and such bid may not be considered for further evaluation.**



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- ii) Bids received after the due date and time shall be summarily rejected. HAL reserves the right to reject incomplete tenders if the nature and extent of deficiencies preclude rectification of Bid through limited clarifications.
- iii) Successful vendor needs to take sufficient insurance (amounting to total order value) cover against the risks of product and civil liabilities in relation to equipment /product supplied by him. In the event of claims from any other party on any damages or deficient performance which are directly attributable to the vendor's product, HAL would not be liable and would have the right to seek appropriate compensation from the vendor. Successful vendor should provide the details of insurance coverage / policy after placement of order.
- iv) Proposals should be submitted through HAL's e-procurement portal only on or before due date and time. Refer attached e-Tender terms for submission of online proposal (**Annexure-2**).

**Any clarifications on the tender, you may contact:**

Deputy General Manager (IMM) – RC  
Rotary Wing Research & Design Centre,  
Hindustan Aeronautics Limited,  
P.B. No: 1783, Vimanapura Post,  
BANGALORE – 560 017, INDIA  
Tel: +91-80-22327253/22311690 / 22323219  
Fax: +91-80-22313184 / 22311747  
E-mail: [lru.rwrdc@hal-india.co.in](mailto:lru.rwrdc@hal-india.co.in)

Contact Person: B.N.Lakshamana, Phone : 080-22323219

Alternate Contact Person: Sri. Gopalakrishnan.V, Phone: 080-22327191, e-mail: [lru.rwrdc@hal-india.co.in](mailto:lru.rwrdc@hal-india.co.in)

- v) **Tender Documents:** The bidders should download all tender documents directly from HAL e-procurement portal (<http://eproc.hal-india.co.in> or link to e-Procurement through [www.hal-india.co.in](http://www.hal-india.co.in)). No Tender fee is applicable.

Thanking You,

Yours faithfully,  
For Hindustan Aeronautics Ltd,

-Sd-  
(B N LAKSHAMANA)  
DEPUTY GENERAL MANAGER (IMM) RC

**Note:** Bidders are advised to visit HAL website/e-procurement portal till the closing date of tender as all future corrigendum with regard to this tender, if any, shall be published only at HAL website/ e-procurement portal only.



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**Enclosures:**

1. Part -I : Technical Specification
2. Part-IA : Technical Specification Compliance sheet
3. Part -II : Commercial Terms and Conditions
4. Part-III : Price Format
5. Part-IV : Integrity Pact
6. Part-V : Non Disclosure Agreement
7. Part –VI : RFQ check list
8. Annexure.1 :Bank Mandate Form
9. Annexure-2: e-Tender Terms for submission of Bids at HALs e-procurement portal
10. Annexure-3: Bank Guarantee formats towards performance guarantee and security deposits
11. Appendix-A: Purchase Preference Policy
12. Appendix –C: Restrictions under Rule 144(xi) of the General Financial Rules (GFRs)
13. Enclosure-1A: Local Content Details
14. Enclosure-II: Format for Self-Certification
15. Annexure- IA & 1B: Declaration Certificate For Procurement Of Goods & Services
16. Sample ERV Calculation