

RESPONSE TO PRE-BID QUERIES RECEIVED FROM VARIOUS BIDDING VENDORS

Sr	RFP Para Ref	Issue/Description	Vendor Queries	Comments/ Clarifications
1.	4	<p>Delivery Schedule. The proposal being a 'Turnkey' project, the vendor is required to supply, install and commission all equipment within a period of 24 months (comprising of four phases of approximately six months each) from the effective date of contract (T0). The installation and commissioning of the proposed equipment and facilities would be undertaken in 17 Store Houses and 29 Sections of varying dimensions and the four Phases have been worked out based on the priority and availability of Store Houses. The implementation schedule of the Project is placed at Annexure II to Appendix 'A'. The Indian Navy acceptance team will accept the proposed equipment and facilities in fully operational and functional condition post satisfactory demonstration and trials by the technical team of the vendors on-site at MO (Goa) at the end of each phase. Prior to positioning of equipment and material at MO (Goa), the vendor shall obtain certification from agency such as Structural Engineering Department of IITs, NABL accredited agencies or any other equivalent Govt agencies or PSUs certifying that the material under supply for erection, assembling and commissioning is as per standards specified in RFP. The delivery schedule is as follows: -</p> <p>(i) Phase – I. The first phase of project comprising of one each of MiG 29K Store House and MiG 29K Heavy store house and one Fast Moving Stores (the present Rotable Section) needs to be implemented in the Phase-I from the effective date of contract.</p>	<p>Can we do the each Phase different warehouse / sections work simultaneously.</p> <p>(a) First phase is including ASRS. It will take minimum 12 months for the completion. If you are providing permission to work other warehouses parallel with ASRS work on Phase I, total work completion time for Phase I will be 12 months.</p> <p>(b) In second phase considering lead time for procurement of MHE and other items, civil work required, curing time the minimum required completion time will be 08 months.</p> <p>(c) In third phase considering lead time for procurement of MHE and other items, civil work required, curing time the minimum required completion time will be 08 months.</p> <p>(d) In fourth phase considering lead time for procurement of MHE and other items, civil work required, curing time the minimum required completion</p>	<p>(a) Paras 4 (i) – (iv) of RFP clearly state the sequence of work to be undertaken commencing with Phase-I. Work on storehouses needs to be implemented in the sequence so as to avoid disruption of activities in storehouses simultaneously.</p> <p>(b) As per RFP, the delivery is to be completed in four phases of approximately six months each with over all duration of 24 months.</p>

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		<p>(ii) <u>Phase – II.</u> The second phase of project comprising of TU Stores, Heavy duty Store house – I, Rotable stores,IL-38 SD New Store house, KM-31 Store House and Scrap Yard needs to be implemented in the Phase-II post issuance of completion certificate of Phase-I.</p> <p>(iii) <u>Phase – III.</u> The third phase of project comprising of KV-28 Store House, Motor Transport Store House, Shipping Store House, SE/FC and Annex Store House, POL Store House and AGS Store House, needs to be implemented in the Phase-III post issuance of completion certificate of Phase-II.</p> <p>(iv) <u>Phase – IV.</u> The fourth phase of project comprising of Sea Harrier Store Houses, Kiran Store House and R & D section needs to be implemented in the Phase-IV post issuance of completion certificate of Phase-III.</p> <p><u>Note:</u> The overall duration of 24 months would be binding on the seller.</p>	time will be 08 months.	
2.	5	<p>Warranty. All equipment supplied and facilities provided shall carry a warranty of 24 months (02 years) from the Date of Acceptance of equipment and facilities of Phase IV. Warranty Clause is given at Appendix C. In addition, the vendor will undertake the maintenance of all equipment and facilities of Ph-I, Ph-II and Ph-III, commissioned and accepted by IN, prior commencement of the warranty period.</p>	<p>(i) Will the warranty start from completion of phase IV</p> <p>(ii) We may not be in a position to provide warranty as indicated in the RFP for the bought out items since the manufacturing company may not provide warranty for more than 12 months. Therefore we sincerely request you to limit the warranty, replacement of parts, sub-assemblies in respect of such items, equipments to 12 months post acceptance by Indian Navy. After 12 months, the cost</p>	<p>(i) As per Para 5 of RFP, the warranty shall commence post date of acceptance of phase-IV.</p> <p>(ii) The warranty needs to provided iaw with RFP i.e 24 months from the date of acceptance of Phase-IV.</p>

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			<p>of replacement of the components need to be charged from the buyer as per actuals.</p> <p>(iii) In case of mishandling or misuse of equipments during the warranty period, warranty clause as given at Appendix C of RFP will not be applicable.</p>	
3.	6	<p>The proposal is envisaged on 'Turnkey' basis, wherein the firm would supply, install and commission the equipment, on-site at MO(Goa). Every item would be under 100% warranty replacement for a period of two years. During the warranty period, on-site maintenance, repair and replacement support would be provided by the vendor as part of this contract. Thereafter, the vendor' needs to provide Product Support for all equipment, hardware and software, supplied under the contract in the form of Comprehensive, on-site AMC for a further period of 03 years. The vendor is required to include a proposal of Comprehensive AMC for a period of 03 years. The conditions of Comprehensive AMC are elucidated at Appendix D. The details of Comprehensive AMC proposal must also be submitted separately by the vendor with technical aspects being included in the technical offer and commercial aspects being included in the commercial offer. The cost of CAMC would be included in determining the L1 vendor.</p>	<p>Is the replacement applicable for spare parts</p>	<p>As per Para 5 of App D to RFP, replacement of spares, wherever required, is to be provided by the Supplier.</p>
4.	26	<p>Commercial offers of only those vendors will be opened, who qualify / meet the vendor selection criteria and whose Technical Bids clear the technical evaluation process. Please refer para 31 of Part IV also. The Commercial Offer must be firm and fixed and should be <u>valid for at least 18 months</u> from the date of submission of offer. The commercial offer is to be submitted as per the price bid format given at Appendix 'F' to this RFP.</p>	<p>The period validity is 18 months is very long considering the raw material fluctuation.</p>	<p>The commercial offer has to be valid for 18 months as per the RFP.</p>

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5.	App A to RFP Para 5	To procure, install commission and integrate with ILMS (Air) System of the Navy, Qty one Mini - load 'Automated Storage and Retrieval System (ASRS)' for fast moving stores of different types of aircraft in a storehouse of size 43.5 m X 16 m X 9 m. This would ensure quick storage and retrieval of fast moving stores of all aircraft. It would further enhance efficiency and storage handling capability of Material Organisation (Goa).	The area given in RFP is not matching with actual at site. As per site there is an office area of 17.2 M X 4.2 M. Please confirm if it will be demolished during execution time.	Area, as specified at Para 5 of App A to RFP, would be made available for installation of ASRS. Any office area would be relocated, if so warranted.
6.	11.6 (b)	Final finish. The final finish should be two coats of air drying synthetic enamel paint by spray with DFT (Dry Film Thickness) of minimum 30 microns or Powder Coating of minimum 30 microns.	Spray enamel paint and powder coating are different processes comparing with cost and life of finish product.	Final finish has to be as stipulated in the RFP
7.	Para 15(d)	Electrical Wiring and Fittings. All affected and disturbed electrical wirings, fittings and installations during fitment of ASRS in the storehouse are to be restored by the vendor. The vendor would also be required to provide sufficient numbers of power points (15 amps and 5 amps) as per requirement in Server room, office space and operator terminals for fitment of electrical appliances. The vendor is also responsible to provide a desired charging point for MHE. Present electrical wirings of this building is only capable to take load for existing electrical appliances including lights, fan etc. The laying of new electrical cables suitable for proposed equipment and support system such as PCs, servers, air conditioners, fire detection and extinguishing and alarm system, CCTV system and various other essential electrical appliances need to be provided by the vendor. During the execution Phase of the work, the vendor would be responsible for electrical safety of the buildings including equipment post installation of all new equipment.	Please Clarify the required three phase electrical connection with necessary load (approx 50KVA) is available in store	The transformer near the Rotable storehouse has the requisite capacity to take the load of ASRS and associated electrical requirements. However the cabling of the same from the transformer till storehouse would be the vendor's responsibility and should be factored in accordingly.

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8.	36(b)	Strengthening of Floor. The required floor reinforcement and strengthening needs to be undertaken by the vendor prior fitment of equipment as the present flooring of this store house consists of 6 inch thick PCC on rocky plane and hard surface.	Kindly confirm who will decide the floor reinforcement required and strengthening.	The floor reinforcement and strengthening is to be undertaken by the vendor iaw RFP.
9.	36(c)	Floor Finish. The flooring of all storehouses should be smooth-cemented with FM2 grade. The floor is to have suitable gradient on either side from centre	Kindly confirm if FM 2 grade floor finish is required or not	The floor finish needs to be FM2 grade iaw RFP for all storehouses.
10	47	Narrow Aisle Forklift. This equipment will be utilised for handling and lifting of stores in narrow space between Heavy Duty Cantilever and Heavy Pallet Racking.	Considering the technical description maximum clear aisle width is 1800 mm. There is no forklift working with pallet in this aisle width.	The equipment needs to supplied iaw the specifications.
11	48	Cage pallets (Collapsible). These pallets will be utilised for storing heavy boxes / stores in the heavy duty pallets racking. The stores and boxes will be placed on these pallets and then stored on the racks along with pallets. The retrieval of these stores will also be undertaken along with pallets. The size and dimension and load capacities of these pallets should be 1000 mm x 1000 mm x 1000 mm and 1.0 ton. The construction of these pallets should be of steel based material with anti-corrosive treatment. The cage of these pallets should be foldable or collapsible in order to ensure stocking of maximum pallets when not in use and could be erected up to max height while placing stores in it towards securing of contents.	Please confirm the final finish	As per Para 48 of RFP, the cage pallets should be having anti corrosive treatment. The vendor needs to undertake this in conjunction with para 8 (pg 3) of RFP, to provide appropriate in-service/ shelf life.
12	Anx-II App A Para 1.2 (f)	Scrap Yard: The present Scrap Yard is utilized for stowage / storage of scrapped items received from various Naval units and Awaiting Final Disposal by e-Auction through MSTC. These stores are held for prolonged duration and get deteriorated by the time final disposal is done. Presently only katcha ground is available for the same. Provisioning of a hard standing along with a roof will ensure proper storage without further deterioration. The cost of this provision will be offset by the increased value of the material obtained during e-Auction. As	(i) Please confirm the covered area for the shed and floor (ii) Please confirm safety fence is required or not on four sides. If required please confirm the height and number of doors. (iii) In order to ensure proper assessment of work involved and the associated financial implications by all	(i) Scrap yard already exists at MO (Goa) as indicated in the RFP. Provisioning of hard standing along with roof is required to be undertaken on the existing scrap yard. The vendor is required to measure the dimensions and construct the same accordingly.

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		the vendors from nationwide visit the Scrap Yard whilst participating in e-auctioning, the investment in the hard standing and the shed will go a long way to ensure in fetching the fair value of the scrapped items. No MHE and support facilities are recommended view same will be utilized ex-rotable section.	the potential vendors, we recommend to provide the details of work required including the size of the scrap yards and specification of the Hard Standing and Roof.	(ii) Safety fencing is not part of RFP and is not required.
13	-	It is observed that some of the store houses are under demolition. A new store house is also commissioned very close to Guard room.	All the storage solutions will be provided as indicated in the RFP. The locations in case it is changed we are capable of fixing the storage solutions as per the requirement of MO (Goa) and subsequent test and trials and commissioning at the store house. Request confirm the approach is accepted.	Delivery is to be as per the details mentioned in the RFP.
14	-	The civil works, integration of storage solution with various power supplies.	The requirement of civil works in various store houses has been understood. Modifications and construction of ramp would be undertaken as per the requirement of MO (Goa).	No Comments. Compliance, or otherwise, of the solution proposed by the vendors in their technical offers would be evaluated by the Technical Evaluation Committee post submission of bids.
15	Para (14.3) page no. 20 of 96	Power Back up (DG Set – 01 no of 200 KVA)	We will provide DG Set of 200 KVA as per requirement of RFP and the same will be installed with a shelter next to the building fast moving stores (present routable store house) and integrated with proposed ASRS. ASRS scheduled to be installed in the building fast moving stores (present routable store house) provisions will be made as per the site requirement for installation Air curtains for ensuring	No Comments. Compliance, or otherwise, of the solution proposed by the vendors in their technical offers would be evaluated by the Technical Evaluation Committee post submission of bids.

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			dust free operations, for effective exploitation of integrated ASRS systems. The provision of Air curtains has been catered in ASRS stores. In other stores as per the site requirement Air curtains will be provided.	
16	App G Para 8	Integrated Pact Bank Guarantee	IPBG for an amount of Rs. 5.00 Lakhs will be provided. As per the following details Beneficiary Name: CDA Navy Name of the Bank: State Bank Of India Address of Bank: Wodehouse Rd, (Colaba) Mumbai Account No.: 10136575108 IFSC Code: SBIN0000572 Request confirm the above details are in order to prepare at IPBG	IPBG needs to be provided iaw format provided at Appendix H to RFP
17	App F Para 1.5(j)	Taxes and Duties on completed goods in respect of Indian Bidders 1. Excise Duty 2. VAT 3. Service Tax 4. Customs Duty payable on import component for which Custom Duty Exemption Certificate is required 5. Octroi / Entry tax / Any other tax	Kindly confirm the change	To be as per RFP
18	17	The vendor prior to submission of Technical Offer will have to prove the feasibility of integration of the Warehouse Management System (WMS) software being supplied as part of	WMS integration: We had received the certificate from CNAMS Kochi on 24 th April 2015, Reference No.: 333/4	Fresh certificate from CNAMS is required to be submitted, iaw RFP.

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		ASRS, with ILMS (Air) system. To this end, the vendors shall liaise with the Center Of Naval Aviation Management System (CNAMS) at Kochi to prove that the WMS software can be integrated successfully with the Navy's existing ILMS (Air) system as elaborated at para 7.8 of part I of Appendix A . the certificate from Director CNAMS, Kochi, to the effect that WMS and ILMS (Air) can be integrated, shall be submitted by the vendor along with the Technical Offer. Failure to comply with this requirement would out rightly render the Technical Offer invalid.	for integration of WMS Software along with ILMS (Air). Is the same certificate valid? Please clarify. A copy of same is attached for your reference.	
19	35	Electrical Wiring and Fittings: All affected and disturbed electrical wirings, fittings and installations during fitment of above storage system in each store house are to be restored by the vendor. The vendor is required to provide sufficient numbers of power points (15 amps and 5 amps) as per requirement in office space and working terminals for fitment of electrical appliances.	After our visit to MO GOA site and in-depth analysis of requirements in each warehouse, we have worked out the quantum of electrical components required. Our observations for the same is attached in Annexure- I. We strongly feel that the quantum of replacement of electrical wiring/fittings need to be amplified well for proper appreciation to all potential vendors since the same could alter the overall financial implications quite significantly. Improper appreciation by specific vendors could lead to underquoting and subsequent running away from execution.	Requirement of electrical fittings has been amplified in the Annex-I, (Support facilities) and Annex-II to App A (Implementation Schedule) where in storehouse wise MHE, Storage solutions and support facilities have been indicated.
20	36	Miscellaneous Provisions and Works in Store House: The vendor would be required to undertake following miscellaneous and essential works in all concerned store houses: - a) Clearance of Storehouse b) Strengthening of Floor c) Floor Finish	After our visit to MO GOA site and in-depth analysis of requirements in each Warehouses, we have worked out the quantum of civil and allied works required. Our observations for the same is	The requirement of miscellaneous works and civil works have been clearly stated in RFP para 36. The work needs to be undertaken iaw with the above RFP para.

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		d) Ramp Slope e) Wall Finish f) Roof Water Proofing	attached in Annexure-II We strongly feel that the quantum of Civil Works need to be amplified well for proper appreciation for all potential vendors since the same could alter the overall financial implications quite significantly. Improper appreciation by specific vendors could lead to underquoting and subsequent running away from execution.	
21	63	Split AC: The required technical specifications of proposed Split AC are as follows: a) Type – Split AC, wall- mounted b) Capacity – 4 ton each	ACs of 4 tons capacity are not available in India and need to be imported through authorized Indian traders. There are issues associated with warranty/maintenance support for such imported 4 ton units. We recommend to amend the tonnage of ACs to 2 tons and doubling up the quantity.	Provision of two ACs of 02 tons capacity each in lieu of 4 tons ACs (if not available in market), is acceptable
22	Annex –II to App A Para1.4 c	R&D Section (Present Kiran stores ground floor front portion): The front portion of Kiran building ground floor (present Sea harrier stores) is proposed be converted into R&D section being closest to the main gate. This storehouse (P-18, constructed in 1983) will be provisioned with heavy duty storage system along with suitable MHE. The hard standing space (59x11.5 m) between Kiran and Sea Harrier building is also proposed to be provided with Galvanium sheet shed supported by metallic trusses on both side of the existing rooftop.	Request you to include the same in the RFP BOQ (price bid).	The cost for this aspect can be indicated under para 1.5 SI (D) of the price bid format at Appendix F to RFP.