

Request for Proposal (RFP)

Supply Installation and commissioning of Telescopic vertical Aerial platform Lift at New Bangalore International Airport, Bangalore.

Name and address of the entity seeking proposal:

**Bangalore International Airport Limited.
Administration Block, Alpha-2
NH-7, Devanahalli, Bangalore North,
Bangalore-560300
Phone: +91- 80- 66782610 / +91- 80- 66782668**

Person responsible for any additional information:

**The General Manager-Procurement
Bangalore International Airport Limited
E-Mail: e&mbid@bialairport.com**

Person responsible for receipt of proposals and process:

**The Director Finance
Bangalore International Airport Limited
E-Mail: e&mbid@bialairport.com**

Table of Contents

- 1 General**
 - 1.1 Overview

- 2.0 Procurement of Telescopic vertical Aerial platform Lift**
 - 2.1 Bid Prices
 - 2.2 Other General Terms and Conditions

- 3.0 Award Process**
 - 3.1. General
 - 3.2 Distribution of RFP/Bid Documents
 - 3.3. Questions during the Bid phase
 - 3.4. Submission of the Proposal
 - 3.5. Responsibility of the Bidder
 - 3.6 Selection Criteria
 - 3.7 Equipment Operations and Commissioning
 - 3.8 Confidentiality
 - 3.9 Assignment
 - 3.10 Law and Jurisdiction
 - 3.11 Warranty
 - 3.12 Bankruptcy
 - 3.13 Government Regulations.
 - 3.14 Patents and other Intellectual Property Rights
 - 3.15 Miscellaneous Requirements

- 4.0 Particular conditions /specifications.**
 - 4.1 Scope of Supply
 - 4.2 Schedule of work/supply
 - 4.3 Technical specification

Appendix 1: Information to be provided by Bidders

1 General Overview:

Bangalore International Airport Limited (BIAL) has been granted the exclusive right and privilege by Government of India vide a Concession Agreement dated 5th July, 2004 to design, built, operate and manage the new Bangalore International Airport at Devanahalli (the “Airport”), Bangalore, India. BIAL is a company incorporated under the Companies Act, 1956, comprising of five shareholders. The private promoters hold a majority 74% stake in BIAL while the Government holds remaining 26%. The shareholding structure of BIAL is as follows:

- Siemens Project Ventures, GmbH : 40%
- Unique Zurich Airport, Switzerland: 05%
- GVK Power & Infrastructure Ltd 29%
- AAI : 13%
- KSIIDC : 13%

2.0 Procurement of Telescopic vertical Arial platform Lift

BIAL is interested in receiving proposals from suitably qualified suppliers for the supply of **Telescopic vertical Arial platform Lift** for the Airport on the terms and conditions contained in this RFP.

The Supply of **Telescopic vertical Arial platform Lift** Bids shall comply with standard listed in the technical specification. Based on final evaluation, detailed Purchase Order will be raised and order placed on one supplier for the supply of **Telescopic vertical Arial platform Lift**

This RFP by BIAL is to source its planned purchase of **Telescopic vertical Arial platform Lift** However; BIAL has the right, without any prior notice, to modify/amend this composition / product mix depending on other parameters. The submission of any bid with connected documents and specifications contained under BIAL’s RFP shall constitute a bid and the supplier shall have no cause for action or claim against BIAL for rejection of his bid.

BIAL reserves the right to reject any response/ bid which, in its opinion, fails to match the criteria set out by BIAL and no request for modification or withdrawal shall be entertained by BIAL in respect of such responses. Participation by any supplier in the RFP bid initiated by BIAL shall be considered to be an acceptance of all the terms and conditions of the RFP.

General Requirements in the Bid:

1. Scope of Supply	Please see – 4.1
2. Technical specification of the supply	Please see – 4.3
3. Project Commissioning Schedule	<p>Order with the successful equipment supplier will be placed on or before 15th February 2012 for the project and the same have to be commissioned latest by 10th March 2012.</p> <p>Time is the essence of this Bid and Offers with commissioning date up to 10th March 2012 only will be viewed favourably.</p>
4. Evaluation of proposals	The price schedule is to be filled by the manufacturers / suppliers. Machine manufacturers / suppliers are requested to indicate the terms accepted by them or deviation required as per the format provided in Annexure III.
5. Bid Clarifications	If this RFP requires any clarification, machine manufacturers/suppliers may seek the same by contacting the email id "e&mbid@bialairport.com" on or before 5th January 2012 addressed to The General Manager-Procurement, Bangalore International Airport Limited. BIAL in its own discretion may decide unilaterally on the extension of the submission date for RFP under exceptional circumstances.
6. Validity of offer	Notwithstanding anything, the proposals received against this Bid documents would be Valid for three months from the date of bid opening.
7. Last date of submission of offer	Proposals should be submitted at the earliest but not later than 31st January 2012
12. Performance Security (PBG)	The Successful bidder, awarded with the work, shall furnish a Performance Bank Guarantee/Bond to the extent of 10% of the contract value as per the format prescribed, to be issued at a later date to the Winning bidder. The PBG is towards the Defects liability period of Warranty TWO Years from the Date of Commissioning of equipment.
13. Local Taxes & Insurance	In case of bidders offering goods manufactured in India, Sales Tax (VAT), local tax, other levies, transaction charges etc. shall be indicated separately wherever applicable.

2.1 Bid Prices:

Unless specified otherwise by BIAL, the bidder shall quote for the entire works such that the total Bid price covers all its risks, obligations and liabilities set out in or to be reasonably inferred from the Bid Documents in respect of supply, and installation of **Telescopic vertical Arial platform Lift**, supply of special tools, spares, rescue equipment and to provide training to operators and mechanics in accordance with the requirements of the Contract Works and applicable laws.

Bidder shall also propose the details of spares inventory requirement for the 3 years post-warranty period and propose a commercial price also for the same. Details of spare management during the Warranty period also should be indicated. In this endeavour, BIAL would give due weight age to the bidders who have an existing / proposed network of operations in Bangalore/India.

During the Equipment Warranty period the spares have to be replaced within 12 hours of the identification of any defect in the equipment.

2.2 Other General Terms and Conditions:

The Bidder has to specify the following details and ensure strict adherence of the below mentioned points:

- 2.2.1 Authority of person signing the contract on behalf of the contractor.
- 2.2.2 Time is the Essence of the Contract.
Project Schedule with Bar Chart indicating the various key phases and strict adherence to timelines set required.
- 2.2.3 Insurance and Transportation
Bidder to specify the break-up of the Cost of comprehensive, Insurance and transportation of the **Telescopic vertical Arial platform Lift** ex-factory. The comprehensive insurance and transportation costs are to be indicated separately.
- 2.2.4 Packing, Forwarding and Shipment
Details of packing list, forwarding agents and the shipment details and the shipping period should be specified here.
- 2.2.5 Compensation for Delay in Supply of Equipment
Purchase Order can be cancelled unilaterally by BIAL, in case items are not received within the contracted delivery period. Further, BIAL would impose Liquidated Damages (LD) at 1% per week subject to a maximum of 10% of the undelivered equipments will be recovered in case of delay in deliveries beyond the acceptable delivery period, at the sole discretion of BIAL and as per the general requirements of the Bid.

- 2.2.6 Deductions from Contract price
Right to appropriate portion of the Contract Value, in case of non-adherence to Bid conditions by the Contractor.
- 2.2.7 Long term availability of Spares and Consultants
Long term commitment for the availability of spares and commitment to deploy consultants in case of any breakdown.
- 2.2.8 Instruction Manuals
Supply of all instruction manuals related to the equipment.
- 2.2.9 Jurisdiction for the purposes of any issue related to the Bid – Bangalore, Karnataka
- 2.2.10 Cost of Inspection and all Taxes and levies to the account of the bidder.
- 2.2.11 Training to Staff
On-site training for BIAL maintenance personnel on the operation and maintenance of the equipment to be provided.
- 2.2.12 Consumables, Tools and Tackles
List of all consumables, Tools and Tackles essential for routine preventive maintenance is to be supplied and the same are to be delivered along with the equipment.

3. Award Process:

3.1. General:

BIAL is conducting the award process in a fair and non-discriminatory manner. Canvassing in any form, unsolicited letter and post bid correction will invoke summary rejection of the Bid. Conditional Bids would be rejected.

BIAL however reserves the right to unilaterally and at its sole discretion change the award process, certain elements of the bid documents or to annul the entire bidding process at any time, without assigning any reason and without incurring any liability towards the affected bidder. BIAL also reserves the right to change some elements of the planned set up for **Telescopic vertical Arial platform Lift** at the Airport, if governmental regulations change in a manner such that the objectives of BIAL cannot be met through the planned set up.

The bidder shall comply with all the terms and conditions set out in these documents in bid document and its appendices the submission of its proposal.

3.2 Distribution of RFP/Bid Documents:

Only Selected shortlisted parties by BIAL would receive this RFP document. The RFP document shall be treated as confidential and the information given in the RFP is for the purpose of submitting a proposal only and shall not be used or distributed to any third-party at any time for any other purpose

3.3. Questions during the Bid phase:

All enquiries or comments regarding this bid, and any other related matters must be made in writing by e-mail to ["e&mbid@bialairport.com"](mailto:e&mbid@bialairport.com). BIAL may, to the extent necessary and deem fit, respond in writing to any questions and concerns of the bidders regarding any element of the issued bid documents. If BIAL accepts any variations based on a query from a bidder, such clarifications will be intimated to all the bidders.

3.4. Submission of the Proposal:

The information required in submitting the proposal is outlined in Appendix 1.

The proposal shall be written in English.

The documents to be submitted are as follows:

- **Soft copies of all documents including financial workings, etc. in the respective format (Financial Model in MS Excel format with formulas built in) by e-mail to ["e&mbid@bialairport.com"](mailto:e&mbid@bialairport.com)**
- **One set originals of all documents in hard printed format along with the BIAL RFP duly signed by the bidder.(one will become the part of the agreement to be executed on award of work)**

▪
**The envelop and proposal should clearly mention the following details
BID for Telescopic vertical Arial platform Lift**

To

The Director Finance

Bangalore International Airport Limited.
Administration Block,Alpha-2,
NH-7 Devanahalli, Bangalore 560300, India
Ph. : +91-80-66782610/ +91-80-66782668
e-mail : ["e&mbid@bialairport.com"](mailto:e&mbid@bialairport.com)

3.5. Responsibility of the Bidder:

It is the sole responsibility of the bidder to

- examine and understand the bid documents and to verify their completeness. In the event that there are any pages or documents obviously missing or erroneously inserted in the documents supplied, the bidder shall promptly apply to BIAL in writing to have any such discrepancy rectified well before the bid closing date;

- familiarise itself with the premises at which the services will be conducted and any relevant fixtures, fittings and equipment there to be utilised or that may otherwise be relevant, make all relevant investigations in relation to the performance of its obligations pursuant to the Bid;
- The bidders should inform BIAL of any concerns implied or related to but not specifically mentioned in the Bid or other documentation.
- BIAL reserves its right to accept any Bid and to reject any or all the Bids/proposals received without any reason or can change the process of the selection at any time during or after the Bid process.

The bidder shall also submit a priced proposal for the Annual Maintenance Contract for the **Telescopic vertical Arial platform Lift** and give a firm commitment to replace spares during Warranty and Maintenance period within **12 hours** of identification of any defect in the equipment.

3.6 Selection Criteria:

BIAL would evaluate the proposal based on criteria, balance between technical and commercial aspects.

3.7 Equipment Operations and Commissioning Date

Equipment delivery, installation and successful commissioning to BIAL site Should occur before the due date

3.8 Confidentiality:

BIAL and supplier should ensure the confidentiality of all documents supplied by either party to either sides. The documents will be used in bidding process only.

3.9 Assignment:

Any assignment of the Purchase Order or of any rights hereunder, in any manner, or hypothecation of materials of construction by the supplier, in whole or in part, by operation of law or otherwise, without the prior written consent of BIAL, shall be void. Any such consent shall not relieve the supplier from his obligations under the Purchase Order. The supplier shall not change the manufacturing locations of the **Telescopic vertical Arial platform Lift** where mentioned in the bid.

3.10 Law and Jurisdiction:

The present Bid shall be considered, governed by and interpreted in accordance with the laws of Republic of India. The Jurisdiction for the purposes of the Bid shall be the courts in Bangalore only.

3.11 Warranty:

Equipments to be supplied in accordance with orders shall be free from all defects and faults in material, workmanship and manufacture and shall be of the highest grade and consistent with the established and generally accepted standards for material of the type ordered and in full conformity with the specifications, drawings, or samples and shall be operable properly and the bidder shall be bound to furnish a clear written warranty certificate regarding the same. In the event of any equipments, on receipt by the ultimate consignee, are found not in accordance with the order, the bidder will replace them free of cost including all freight and handling and any other charges as incurred by BIAL to that extent. These warranty conditions will also apply in respect of replaced equipments. This warranty shall survive inspection or payment for and acceptance of equipments, but shall expire (except in respect of complaints notified to the bidder prior to such date) 24 months after their arrival at the ultimate destination.

3.12 Bankruptcy:

BIAL may at any time by notice in writing summarily terminate the contract without compensation if the supplier/ seller is declared bankrupt/insolvent and/ or faces any action of bankruptcy etc. In such an event, the supplier/ seller will be bound to refund all amounts received from BIAL. In addition to that BIAL is also entitled to invoke the guarantee bonds executed in its favour by the bank of the supplier/ seller.

3.13 Government Regulations:

- (a) The bidder shall be responsible for obtaining and maintaining permits as also for complying with all the laws, orders, regulations or other instructions issued by all statutory authorities in India.
- (b) The bidder shall not give, bargain, sell, assign or sublet or otherwise dispose off the bid or any part thereof, or the benefit or advantage of the contract or any part thereof to any third party.
- (c) The bidder shall provide registration of the equipment / vehicle from the government authorities, if required.

3.14 Patents and other Intellectual Property Rights:

- (a) It is the sole responsibility of bidder to comply patent and other intellectual property rights. BIAL will not responsible for any claim against IPRs.

3.15 Miscellaneous requirements

- (a) The bidder should confirm that the equipment should have the marking plate fixed on at suitable place on equipment which should show details of equipments including year of manufacturing, manufacturers name with trademark, brief specifications.
- (b) The bidder should send his technical person at his own cost to Bangalore International Airport for training staff of Airport infrastructure and Maintenance department of BIAL in the

operation of the appliance. The bidder shall also train at least 02 persons of the purchaser to carry out routine maintenance and running repairs of the equipment at the factory or at site. The entire training shall be free of cost.

(c) FORMATS OF DRAFT PERFORMANCE BANK GUARANTEE/BOND AND ADVANCE PAYMENT BANK GUARANTEE/BOND WILL BE ISSUED TO SUCCESSFUL BIDDERS ONLY.

(d) The bidder has to file the documents listed in Annexure I

4.0 Particular conditions/Specification

4.1 SCOPE OF SUPPLY

The scope of the project is to Supply, Commissioning and Maintenance of **1(one) Nos. Telescopic vertical Arial platform Lift** under the specifications as follows:

1. Design, engineering, manufacture/assembly, painting, tests at manufacturer's works, road/shipment worthy packing, transportation and delivery/ supply to the BIAL project site for **1 Number Telescopic vertical Arial platform Lift.**
2. The scope of work under this specification also includes complete services for successful commissioning & performance testing at site as well as training of BIAL's operating and maintenance personnel. All necessary equipment, instruments, services, labour as required for this purpose shall be under the scope of Bidder.
3. Any additional material, parts & services which are not specifically mentioned here, but are required to make the equipment complete in every respect in accordance with the technical specification for safe, trouble free & efficient operation and guaranteed performance, shall be deemed to be included within the scope of this specification.
4. Supply of maintenance tools for routine preventive maintenance.
5. Supply of consumables/spares for all preventive and break down maintenance during the warranty period of two years.
6. Sufficient Inventory for fast moving consumables/spares to be stocked by BIAL for post warranty routine and break down maintenance as ordered.
7. The supplier should submit all the original documents at the time of successful commissioning.

4.2 Schedule of work/supply

Sl. No	Description	Qty	Unit	Rate	Amount
1	Supply, installation, & commissioning of Telescopic vertical Arial platform Lift	1	Nos		

4.3 Technical Specifications:

Lifting capacity	200 Kg
Working height	20 Meter
Lift Dimension	should be not be more than 2.5 *3*1.5 Meter(L*H*W)
Lift Maximum weight	should not be more than 2.5 ton
Platform	Size not more than 2 * 1.5 meter
	Easy accessibility to lift platform
	Platform should have safety railings & provision to lock safety rope.
	The one of two control panel should be in the platform with a electric board to run maintenance equipments
Platform actuation	Hydraulic assisted chain control system
	With Vibration reduction system
Power source	AC 220-240v and battery pack. Battery with integrated charger for battery charging. Lift should work on AC & DC current.
	Battery Charging indication & charger protection required
Outspread Legs	Size should not be more than 2.5 * 2 meter
	Leveling device for out spread legs
	Outspread legs should not damage flooring
Maneuvering	Provision of caster wheels & steering wheels for easy maneuvering of lift
	Caster wheels with soft wheels, so that flooring does not get damaged
Safety	The lift should be stable in the fully raised position of platform
	Auto cut of the lift once it reaches maximum working height
	Lift should not work when Over loaded
	Provision for emergency lowering of lift when power source fails
	During out door usage, lift should be stable at maximum working height when wind speed is of 14 knots(26 Km/Hr)

1. The machine should be supplied with a set of tool kit necessary for day to day maintenance.
2. The Machine should be supplied in ready to use condition.
3. The Operating and maintenance manuals should be given with a list of spare parts with the machine
4. The machine should be provided with all safety features and allied equipments for safety

Appendix 1

Information to be provided by Bidders

Bidders shall provide BIAL at least the following information in the same order as set out below along with the submission of its proposal.

1. Management Summary

Summary of key points of proposal (Arial, 11 points)

2. Company Profile

To Give a Brief insight into Company operations, which shall include the following?

- Annual Reports of Three years preceding the Bidding Financial Year
- Technical Brochures of the Products dealt and the Track record on servicing the **Telescopic vertical Arial platform Lift**

2.1. Relevant Experience

- To specify the Case studies of the **Telescopic vertical Arial platform Lift** Certification from Customers on the Performance of the Equipments supplied and the Service support.
- **Telescopic vertical Arial platform Lift** manufactured/supplied till date with the list of Customers supplied to.
- Experience in India with Network of Maintenance/Spares Support.

2.2. Quality Assurance

Give description and evidence of the received certificates of quality assurance.

2.3. Technical Experience and specifications of equipment

2.4 Delivery Schedule for the equipment and the Commissioning Schedule

2.5. Break-up of the Price Offer:

- FOB (Freight on Board) and CIF (Cost, Insurance and Freight) cost break-up separately for the **Telescopic vertical Arial platform Lift**, in case of import.
- Basic Cost of the equipment in case of Indigenous supply.
- Break-up of Costs on account of Customs duty, Sales Taxes and other Levies and Taxes separately.

- Spare-parts list for 3 years post-warranty period and cost.
- Insurance Costs
- Warranty period
- Extended Warranty /Comprehensive Maintenance Contract/Annual Maintenance Contract costs for 3years post warranty period.
- Methodology for free service and replacement of spares during warranty period. (BIAL prefer the supplier to provide the essential spares for the warranty period along with the delivery of equipment. The spares will be accounted and stocked in BIAL stores till the end of warranty period)

2.6. Payment Terms

Bidders may propose their payment terms.

3. SCHEDULE OF ADDITIONAL FACILITIES/ATTACHMENTS

All items listed below should conform to BIAL specification

SI No.	Item	Qty
1		
2		
3		

4. SOURCE OF COMPONENTS #(In case, the Bidder is not a OEM (Original Equipment Manufacturer))

S.NO.	ITEM DESCRIPTION	VENDOR	SOURCE COUNTRY
1.			
2.			
3.			

the above is an indicative list and the bidder needs to provide a comprehensive listing.

5. VALUE OF TOTAL SUPPLY & SOURCE OF COMPONENTS

PARTICULARS	NO.	VALUE (INR)	PERCENTAGE OF TOTAL CONTRACT
A. From India			
1.			
2.			
Total A :			
B. From Other Countries.			
1.			
2.			
Total B :			

6. REFERENCE LIST

S.NO	CLIENT	NAME OF PLACE AND COUNTRY	QTY. NO.	PRODUCT SUPPLIED	YEAR OF COMMISSIONING

7. LIST OF DOCUMENTS TO BE SUPPLIED BY BIDDER

1. General
2. Scope of Supply
3. Detailed Technical and aesthetic specifications
4. List of tools and spares carried with equipment
5. Test and Inspection plans with stages
6. Registration with government authorities, if required.
7. Technical documents and Manuals
8. Operation maintenance Manuals
9. Manufactures warranty and guarantee certificates
10. Annual Maintenance contract plan
11. Delivery Schedule/Bar Chart

8. Details of Critical Conditions and Deviations required :

Sl. No.	Terms & Condition	Agreed/not agreed	Deviation, required if
1.	Scope of Supply		
2.	Technical Specification of the supply		
3.	Project Commissioning		
4.	Delivery schedule with 20th November 2011 commitment.		
5.	Agreement for Two Years Warranty and 3 Years Annual Maintenance Contract.		
6.	Payment Terms		
7.	Validity of offer for 3 months from last date of submission of quotation.		

--	--	--	--

9. PRICE SCHEDULE TO BE INCLUDED.

SL No Col(1)	Description Col(2)	Cost Col(3)
1	Ex works cost	
2	Duties, taxes, levies etc.	
3	Transport to site	
4	Installation/testing/commissioning	
5	Insurance for transit to site & storage until commissioning and take over	
6	Training of two engineers or Technicians in maintenance at works.	
7	Training of BIAL staff in operation and routine/preventive maintenance at BIAL site.	
8	Cost of Inspection at works	
9	Any other charges/cost	
10	Cost of spares and cost of AMC/CMC for 3 years post warrant period (to be provided in separate sheet)	

Note:

1. Currency for the tender is INR if the supply is from Indian source and INR/US dollars /Euro if the supply is from overseas source.
2. Include all costs ,material, bought out components and all taxes & duties paid on transactions between manufacturers and suppliers ,transport, packing & other incidentals
3. Itemised lists with unit & total prices to be furnished separately
4. Training to be both at site and works. Travel and charges for outstation stay to purchaser's account.
5. Custom duty if any to be paid by the purchaser but not counted for evaluation.

6. CMC- Comprehensive Maintenance Contract- all inclusive of spares and labour
7. AMC- Annual Maintenance Contract -excluding the cost of spares.

=====