



NOTICE INVITING e-TENDER (2 BOT - 2 Cover Open Tender)

Tender ID:2023_AAI_166901_1

1. Item Rate cum Reverse Auction e-tenders are invited through the e-tendering CPP portal by **Senior Manager (Engg. -Elect.), ER-CHQ** (Bid Manager) on behalf of Chairman, A.A.I from the eligible contractors for the work of **“SITC of Smart Visual Docking Guidance System (SVDGS) at Various Airports”** at an estimated cost of **Rs. 26.55 Cr.** (excluding GST) {SITC cost Rs. 22.40 Cr. + AICMC cost Rs. 4.15 Cr.} with completion period of **06 months [including 01month(s) considered for rain of 01monsoon season(s)] for SITC work, 60 Months (05 years) for All Inclusive Comprehensive Maintenance Contract (AICMC) after defect liability period of 02 years.**

The tendering process is online at CPP-portal URL address **<https://etenders.gov.in/eprocure/app>** or **www.aai.aero**. Prospective Tenderers may download and go through the tender document.

Prospective Tenderers are advised to get themselves register at CPP-portal, obtain ‘Login ID’ & ‘Password’ and go through the instructions available in the Home Page after log in to the CPP-portal **<https://etenders.gov.in/eprocure/app>** or **www.aai.aero**. They should also obtain Digital Signature Certificate (DSC) in parallel which is essentially required for submission of their application. The process normally takes 03 days’ time. The tenderer may also take guidance from AAI Help Desk Support through path **aai.aero/tender/e-tender/helpdesk** support.

- (i) For any technical related queries please call the Helpdesk. The 24 x 7 Help Desk details are as below: -

Tel: 0120-4001002, 0120-4001005, 0120-6277787,0120-4200462

E-mail: **support-eproc@nic.in**

Tenderers are requested to kindly mention the URL of the Portal and Tender ID in the subject while emailing any issue along with the contact details.

For any further technical assistance with regard to functioning of CPP portal the tenderer may contact to the following AAI help desk numbers on all working days only between

- (ii) 08.00 hrs to 20.00 hrs. (Mon-Sat)-(Instant support)
011-24632950, Ext-3512 (Six Lines), E-mail:- **eprochelp@aai.aero**
- (iii) 09.30 hrs to 18.00 hrs (Mon-Fri)-(After 4 Hours of Issue)011-24632950 Ext-3523, E-mail:-
etendersupport@aai.aero or **sanjeevkumar@aai.aero**
- (iv) 09.30 hrs to 18.00 hrs (Mon-Fri)- (After 12 Hours of Issue)
011-24632950 Ext-3527, E-mail:-**dkumar@aai.aero**
- (v) 09.30 hrs to 18.00 hrs (Mon-Fri)- (After 03 days of Issue)011-24657900,
E-Mail:- **gmitichq@aai.aero**



Note: Helpdesk support services shall remain closed on all Govt. Gazetted holidays

In case of technical support regarding e-tender portal, if the AAI Help Desk is nonresponsive, the Bid Manager may be contacted as below on all working days from 09.30 hrs. to 18.00 hrs.

Name : Neelima Gupta
Designation : Sr. Manager (Engg. -Elect.), ER-CHQ
Telephone No. : -
Extension No. : 01124632950 (Extn. No.-3389)
E-mail ID : neelimagupta@aai.aero

All bid procedure related queries be referred to HELP DESK as above and then to Bid Manager only.

Please note that under no circumstances bid procedure related queries shall be referred to the Independent External Monitors (IEMs).

Tender processing fee **GST), non-refundable** will be required to be paid online through payment gateway on CPP Portal.

2. Following 2 Covers shall be submitted through online at CPP-portal by the tenderer as per the following schedule: -

CRITICAL DATA SHEET

Publishing Date	06.10.2023
Bid Document Download / Sale Start Date (Next Day of Publishing Date)	07.10.2023 from 0930 hrs.
Clarification Start Date	07.10.2023 from 0930 hrs.
Clarification End Date	17.10.2023 upto 1800 hrs.
Bid Submission Start Date	26.10.2023 from 0930 hrs.
Bid Submission End Date	04.11.2023 upto 1800 hrs.
Last date and time of submission of Original Insurance Surety Bond or BG against EMD, as applicable.	09.11.2023 upto 1800 hrs.
Bid Opening Date (Cover/ Cover- I)	10.11.2023 at 1100 hrs.
Bid Opening Date (Cover/ Cover- II)	24.11.2023 at 1100 hrs.
Tender Processing Fee (Non-refundable, to be paid online through payment gateway on CPP Portal)	Rs. 5,900.00 (i/c GST) Non-refundable.
Earnest Money Deposit (EMD) to be paid online through payment gateway on CPP Portal. Bidder has option to submit EMD in the form of Insurance Surety Bond or Bank	Rs. 44,80,000/-



Guarantee (BG)-Paper Form, if EMD amount is more than Rs.10.00 lakh.	
Reverse Auction Date	Within three working days after opening of Cover – II (shall be intimated separately to all eligible techno commercially acceptable bidders)

Cover-I (Tender processing fee, EMD, Technical Bid and Pre-qualification): - Bid containing following:

A. Tender processing fee, EMD:

- i. Scanned Copy of receipt generated against online payment of Tender processing fee.
- ii. Scanned copy of receipt generated against online payment of EMD or Insurance Surety Bond / Bank Guarantee against EMD (**as per Appendix-IA of GCC**) along with copy of SFMS (Structured Financial Messaging System) BG confirmation message sent by the BG issuing bank to ICICI Bank and copy of letter of undertaking (**as per Appendix-XIA of GCC and Annexure 9 of NIT**).

B. Technical Bid containing the following: -

- i. Scanned copy of Unconditional Acceptance of AAI's Tender Conditions (**Annexure-1**).
- ii. Scanned copy of Signed Integrity Pact as per **Appendix-XVIII of GCC** as applicable.
- iii. Scanned copy of Permanent Account Number (PAN) and GST Registration Number.
- iv. Scanned copy of 'Undertaking' for GST Registration & Complying its provisions (**Annexure-1**).
- v) Bid Capacity: Financial bids of the tenderer will only be opened if their available bid capacity is more than **Rs. 22.40 Cr.** (SITC Cost) (excluding AICMC cost & GST). Available bid capacity will be calculated based on the following formula.

Available Bid Capacity: - $B = 2NT - A$

Where,

B = is the bidding capacity

N = Maximum value of works executed in any one year during the last 5 (five) years (updated the completed works to current costing level of enhancing at a simple rate of interest @7% per annum).

T = is the numbers of years prescribed for completion of the work in question.



A = is the value of the existing commitments and ongoing works to be completed in the next 'T' years.

Note: Bid capacity of the tenderer and value of existing commitments for on-going works during period of **06** months w.e.f. the last date of the submission of the bids has to be submitted by the tenderer as per the prescribed **Performa (Annexure-6 Part A, B & C)**. These data shall be certified by the Chartered Accountant/Company Auditor with his stamp and signature in original with UDIN and membership number.

- vi) Scanned copy of 'Undertaking' regarding Compliance of Minimum Wages on Company's Letter Head (**Annexure-1**).
- vii) Scanned copy of 'Undertaking' regarding Blacklisting/ Debarment on Company's Letter Head (**Annexure-1**).
- viii) Tenderer should deploy sufficient plant and machinery as per the requirement of work in consultation with the Engineer-In-Charge (EIC) to achieve the milestones/targets and overall completion within the time period. Tenderer shall submit scanned copy of 'Undertaking' on Company's Letter Head (**Annexure-1**).
- ix) Scanned copy of 'Undertaking' regarding Availability of Spares on Company's Letter Head (**Annexure-1**).
- x) Scanned copy of 'Undertaking' regarding After Sales Services on Company's Letter Head (**Annexure-1**).
- xi) Scanned copy of 'Undertaking' regarding compliances of Standards and Specifications on Company's Letter Head (**Annexure-1**).
- xii) Scanned copy of 'Undertaking' regarding Adequate facility of AICMC on Company's Letter Head (**Annexure-1**).
- xiii) Scanned copy of 'Undertaking' regarding Anti-corrosive process on Company's Letter Head (**Annexure-1**).
- xiv) Scanned copy of 'Undertaking' regarding Make and Model of offered SVDGS machine on Company's Letter Head (**Annexure-8**).
- xv) Companies other than propriety firm shall submit, scanned copy of Authorization Letter/Power of Attorney along with copy of Certificate of Incorporation of the Company under Companies Act showing CIN/LLPIN/Name of Directors of the Company & Copy of Board Resolution regarding Authority to assign Power of Attorney.
Proprietary firm shall submit scanned copy of Authorization Letter/Power of Attorney only if the tender is processed by a person other than proprietor.
- xvi) Agency should have valid EPF & ESI registration (in case EPF & ESI registration are not available with bidder while submitting tender, bidder shall submit undertaking that they will submit EPF & ESI registration within 30 days of award of work.
- xvii) Scanned copy of duly signed Tender Form as per **Page 3 to 4 of GCC**.
- xviii) Undertaking for imparting training (**Annexure-16**)
- xix) PQ Performa duly filled (**Annexure- PQ**).
- xx) Scanned copy of Performa for Earnest Money Declaration on Company's Letter Head from start-up (**Annexure – 17**)



- xxi) Supporting documents for exemption from experience criteria & financial in case bidder is applying as Start-up.
- xxii) Start-up shall submit the declaration on their letter head and should be signed and stamped by the authorized person (**Annexure-18**).
- xxiii) Scanned copy of checklist of meeting the compliance of Tender Specification of SVDGS on Company's Letter Head (**Annexure-19**).

C. Qualifying requirements of contractors / tenderers containing the following: -

- i) Only **“Class-I Local Supplier”** and **“Class –II Local Supplier”**, as defined under the **“Public Procurement Policy (Preference to Make In India), order 2017- revision dated 16.09.2020”** or amended upto date, notified by Government of India, Ministry of Commerce and Industry, Department of Promotion of Industrial & Internal Trade (Policy Procurement Section) vide letter No. P- 45021/2/2017-PP (BE-II) dated 16th Sep 2020 or amended up to date shall be eligible to bid in this tender.

“Class-I Local Supplier” and **“Class –II Local Supplier”** means a supplier or service provider, whose goods, services or works offered for procurement, meets the minimum local content as defined under the order.

Minimum Local Content: The 'local content' requirement to categorize a supplier as “Class-I Local Supplier” is minimum 50% and for “Class –II Local Supplier”, the 'local content' requirement is minimum 20% as per **“Public Procurement Policy (Preference to Make in India), order 2017- revision dated 16.09.2020”**.

Purchase preference: Purchase preference shall be given to **‘Class-I Local Supplier’** over **‘Class-II local supplier’** whose quoted price (after Reverse Auction) falling within the **margin of purchase preference of 20%** (or as notified by DPIIT) based on non-divisible nature of work in accordance with the provisions of “Public Procurement Policy (Preference to Make In India), order 2017- revision dated 16.09.2020” notified by Government of India, Ministry of Commerce and Industry, Department of Promotion of Industrial & Internal Trade (Policy Procurement Section) vide letter No. P- 45021/2/2017PP (BE-II) dated 16th Sep 2020 or as amended up to date.

Verification of local content:

- (a) In case of procurement for a value of upto Rs.10.00 Crores, the **“Class-I Local Supplier”/ “Class –II Local Supplier”** shall be required to indicate percentage of local content and provide self-certification / undertaking that the item offered meets the local content requirement for **“Class-I Local Supplier” / “Class –II Local Supplier”** as the case may be. They shall also give details of the location(s) at which the local value addition is made. Bidder shall submit scanned copy of ‘Undertaking’ on Company's letter head in this regard (**Annexure- 2 (A) & 2 (B)**).



- (b) In case of procurement for a value in excess of Rs.10.00 Crores, the **“Class-I Local Supplier”/ “Class –II Local Supplier”** shall be required to indicate percentage of local content and provide self-certification / undertaking along with a certificate from the statutory auditor or cost auditor of the company (in the case of companies) or from a practicing cost accountant or practicing chartered accountant (in respect of suppliers other than companies) giving the percentage of local content. They shall also give details of the location(s) at which the local value addition is made. Bidder shall submit scanned copy of ‘Undertaking’ on Company’s letter head (**Annexure- 2 (A) & 2 (B)**) and **certifying Auditor / Accountant’s letter head (Annexure- 3)**.
- (c) Local Content shall be claimed on the supply part only and shall not be claimed on the services such as Transportation, Insurance, Installation, Commissioning, Training, Operation & AMC/CMC/AICMC etc.
- (d) Local Content shall be calculated as per Govt. of India guidelines.
- (e) Item wise Local Contents declared under Annexure-2 (B) may vary at the time of actual supply of material. However, the total percentage of local contents shall meet the minimum local content requirement for **“Class-I Local Supplier”/ “Class –II Local Supplier”** (as applicable) in accordance with the **“Public Procurement Policy (Preference to Make in India), order 2017-revision dated 16.09.2020”**.
- (f) In case of false declarations, his tender will be immediately terminated and further legal action including debaring in participating in AAI tenders in future for up to two years along with other actions as may be permissible under law shall be initiated.
- (g) A supplier who has been debarred by any other procuring entity for violation of this order shall not be eligible to participate for the duration of the debarment.
- ii) The bidders shall submit the experience certificate as per **Annexure-11** along with client certificates for pre-qualifications as per provision of para 2 D(I)/2 D(II)/2 D(III)/2 D(IV)/D(V).

The work experience certificate(s) should have satisfactorily completed works (# Phase/Part completion of the scope of work in a contract shall not be considered, **however pre-determined phasing of the work will be accepted**) three works, each of **Rs. 2.62 Cr.** or two works, each of **Rs. 3.275Cr.** or one work of **Rs. 5.24 Cr.** in single contract of similar nature i.e. **SITC of Advance Visual Docking Guidance System (AVDGS) / VDGS** during last fifteen (15) years ending on **last day of month previous to the one in which tenders are invited.**

Note: The work experience criteria shall be determined on the “SITC Cost of AVDGS / VDGS work only excluding Operation & AICMC cost”.

“The value of executed works shall be brought to current costing level by enhancing the actual value of work at simple rate of 7% per annum,



calculated from the date of completion to the last day of month previous to the one in which tenders are invited.”

Client certificate for experience should show the nature of work done, the value of work, date of start, date of completion as per agreement, actual date of completion and satisfactory completion of work. **Tenderers showing work experience certificate from non-government/non-PSU organizations should submit copy of tax deduction at sources (TDS) certificate(s) along with a certificate issued by registered Chartered Accountant, clearly specifying the name of work, total payment received against the work and TDS amount for the work.**

In case completion certificate submitted by bidder having contract value instead of completion cost, same shall be accepted subject to submission of undertaking by bidder stating that the contract value is itself the completion value and if AAI, upon verification, finds that the Undertaking is incorrect then the bidder will be disqualified from the tender/other suitable action shall be taken.

Note:

1. The experience certificate of works completed pre-GST era, completion amount will be divided by 1.12 (to exclude pre-GST tax of VAT 12%) to make it at par with experience certificates of post GST era but excluding GST.
2. (i) Experience gained by executing work on back-to-back contract/ Sub-contract basis is acceptable in the following conditions:
 - (a) Work should be actually executed by the second agency (sub-contractor) with due concurrence of the owner as tripartite agreement/ written approval. It should be backed by valid agreement and experience certificate.
 - (b) Payments received by second agency should be reflected in TDS certificates.

(ii) In case of experience certificate of foreign entity, bidder shall submit a self-certification signed by foreign entity (to whom experience certificate is issued) declaring the break-up of taxes included in the completion amount. Accordingly, the completion amount excluding taxes shall be considered for evaluation purpose.
3. If any foreign / Indian subsidiary company / firm of foreign / Indian principal company / firm, having functioning in the relevant field, participates in the tendering process and claims the experience in specific field of another foreign / Indian subsidiary company / firm of the same foreign / Indian principal company / firm or on the basis of experience of foreign / Indian principal company / firm, the bidding foreign / Indian subsidiary company / firm on the basis of such experience shall be qualified and considered for further evaluation in the tendering process subject to submission of:



- i) Documentary evidence which proves that both the foreign / Indian companies / firms are indeed 100% wholly owned subsidiaries or branch of the same foreign / Indian principal company / firm.
 - ii) An undertaking from the foreign / Indian principal company / firm that they will provide all required technical support, technical know-how and will take full responsibility and liability of bidding foreign / Indian subsidiary company / firm or branch till the successful completion of project including defects liability / warrantee / guarantee period as per **Annexure - 7**.
 - iii) Balance sheet showing equity holdings or certificate by the company Chartered Accountant / Auditor of foreign / Indian principal company / firm showing equity holding patterns between the foreign / Indian principal company / firm and their wholly owned foreign / Indian subsidiary companies / firms or a duly notarized certificate by the foreign / Indian principal company / firm that company(ies) / firm (s) are their wholly owned subsidiary(ies) / branch(es) and subsidiary company / branch may be allowed to participate in the AAI tender.
 - iv) Consolidated Audited Balance Sheet of foreign / Indian Principal company / firm.
 - v) Foreign / Indian principal company / firm shall also undertake that the said work experience credentials have not been used by any of their other foreign / Indian subsidiary company / firm or by them, i.e., the principal company / firm itself for the same tender.
 - vi) In case above statement / undertaking under above para (v) is found violated, the application of company / firm tenderer, who had submitted the work experience credentials of other foreign / Indian subsidiary / principal company / firm along with required undertaking from their foreign / Indian principal company / firm (**as per Annexure-7**) as well as the applications of the foreign / Indian principal company / firm & its other foreign / Indian subsidiary(ies) for the same tender shall be summarily rejected and their entire EMD amounts shall be forfeited.
4. Should have average annualized financial turnover of **Rs. 6.72 Cr.** (excluding GST) against works executed during last three years ending **31st March or 31st December (for Foreign bidders as applicable)** of the previous financial year. As a proof, copy of Abridged Balance Sheet along with Profit and Loss Account Statement of the tenderer along with **Annexure-4(A)** should be submitted along with the application. Tenderers showing continuous losses during the last three **financial years** in the balance sheet shall be summarily rejected.
 5. The tenderer should have an audited minimum net worth of **Rs. 3.36 Cr.** (excluding GST), issued by certified Chartered Accountants **as per Annexure-4(B)**.
 6. Requirement of registration by the Bidder from a country sharing land border with India based on order No. F No. 6/18/2019-PPD dated 23/07/2020 of Government of India, Ministry of Finance, Department of Expenditure (Public procurement Division) with up to date amendments, regarding restriction under Rule 144(xi) of the General Financial Rules (GFR) 2017 shall be applicable. Bidder shall submit scanned copy of 'Undertaking' on Company's letter head in this regard (**Annexure-5**).



In case of false declarations, his tender will be immediately terminated and further legal action including debarring in participating in AAI tenders in future for up to two years along with other actions as may be permissible under law shall be initiated.

7. The various documents duly certified by Indian Chartered Accountant/Auditor like Turnover Certificate, Net worth Certificate, Financial Data or any other documents shall have “**Unique Document Identification Number (UDIN)**” of the Institute of Chartered Accountants of India for verification the authenticity of the certificates. Documents certified by Indian Chartered Accountant/Auditor not having UDIN shall not be considered.
8. Consortium of firms / JV Company Agreement, if any.

D. Criteria of Bidders on the basis of Work Experience and Financial Credentials i.e. Bid capacity, Turn Over and Net Worth: -

- I **Indian Bidder having credentials as per para 2-C(ii) to (iv) and 2-B(v) in its own capacity.**
- II **100% Indian subsidiaries of Foreign Principal utilizing credentials of Foreign Principal for meeting pre-qualification criteria as per para 2-C(ii) to (iv) and 2-B(v).**

If an Indian company/firm claims the Work Experience criteria and/or Financial Criteria like Turnover, Net worth and Bid Capacity etc. on the basis of its Foreign Principals, the firm can participate in the tender subject to his submitting documentary evidence to prove that Indian company/ Firm is indeed a 100% subsidiary or branch of a foreign company. They shall submit balance sheet showing equity holdings or certificate by the company Chartered accountants/auditors showing equity holding patterns between the Foreign principal company and its Indian subsidiary / branch or a certificate by the Foreign principal company that the Indian company is their wholly owned subsidiary (which should be duly notarized) and the Indian subsidiary company / branch may be allowed to participate in the AAI tenders.

The foreign principal must submit an undertaking to take guarantee of performing all contract agreement obligations by Indian firm for successful completion of the project including operation and AICMC period and Defects Liability / Warrantee / Guarantee Period as per prescribed **Performa (Annexure-7)**.

In addition to above, Certificate of incorporation from respective Govt. body/Chamber of Commerce having information that Foreign Principals is an “**OEM of VDGS / AVDGS / SVDGS**” and indicating address of manufacturing facilities shall also be submitted in respect of Foreign Principals.



III Indian Bidders having financial credentials i.e. Turn Over, Net worth & Bid capacity as per para 2-C(iii) to (iv) and 2-B(v) in its own capacity but utilizing work experience of his associated Foreign Company as per para 2-C(ii).

Indian Bidders should be **OEM / System Integrator/specialised agency of VDGS / AVDGS / SVDGS** can participate in the tender with the Work Experience of the Foreign Company, who is OEM of VDGS / AVDGS / SVDGS on the following conditions: -

- a) Indian bidders as **OEM / System Integrator/specialised agency of VDGS / AVDGS / SVDGS** should have certificate for having experience in the field of AVDGS/VDGS works. This certificate shall be submitted under Cover-I.
Indian bidder should have certificate of incorporation / registration issued by Govt. bodies / Certificate from Indian Chamber of Commerce & Industry regarding **OEM / System Integrator of VDGS / AVDGS / SVDGS or specialised agency**. This certificate shall be submitted under Cover-I.
- b) **Indian bidder can use the Work Experience of the Foreign Company, who is an OEM of VDGS / AVDGS / SVDGS, whose product is offered by Indian Bidder. However, Turn Over, Net worth & Bid capacity as per para 2-C(iii) to (iv) and 2-B(v) shall be met by Indian bidder in its own capacity.**
- c) Certificate of incorporation from respective Govt. body / Chamber of Commerce having information that Foreign Company is an OEM of VDGS / AVDGS / SVDGS and indicating address of manufacturing facilities shall also be submitted in respect of Foreign Company under Cover-I.
- d) The foreign OEM of VDGS / AVDGS / SVDGS shall submit an undertaking under Cover-I allowing Indian bidder to use its credentials and to share PBG & to ensure supply of spares & provide full support to AAI during and after Defect Liability Period (DLP) upto the completion of AICMC period in all respect as per prescribed **Performa (Annexure- 12)**.
- e) Foreign Company shall share Performance Bank Guarantee (PBG) with the Indian Bidder in 50:50 ratio for SITC work.
 - (a) Performance Bank Guarantee for Capital work.
 - (b) Performance Bank Guarantee for AICMC work.
- f) **Indian bidder shall offer the VDGS / AVDGS / SVDGS from the same VDGS / AVDGS / SVDGS of OEM, whose credentials are submitted by Indian bidder for pre-qualification.**
- g) **A suitable Tripartite Agreement and Indemnity Bonds shall be signed by Indian Bidder and associated Foreign Company / OEM in case of Indian bidder is using work experience of Foreign Company as per para D(III) above.** A suitable undertaking shall be submitted from Indian bidder in this regard at PQ stage as per **Annexure-13**. Tripartite Agreement **and Indemnity Bonds** shall be signed after award of work but before signing the contract agreement with the successful bidder. The Tripartite Agreement **and Indemnity Bonds** shall be executed on Indian non-judicial stamp paper of Rs. 100/- and cost of same shall be



borne by the bidder. The Tripartite Agreement shall contain the conditions as listed in **Annexure-14 and Indemnity Bonds shall be submitted in the format as given under Annexure-15(A)(To be signed by Indian Bidder / Contractor) & Annexure-15(B) (To be signed by associated Foreign OEM / Company).**

IV Joint Ventures as per Para 13A of DPIIT order no. P-45021/2/2017-PP (BE-II) dated 16th Sep 2020

- a) Foreign company, who is “*OEM of VDGS / AVDGS / SVDGS*” may enter into a Joint Venture with Indian Company to participate in the tender as per para 13A of DPIIT order no. P-45021/2/2017-PP(BE-II) dated 16th Sep’ 2020. Certificate of incorporation from respective Govt. body/Chamber of commerce having information that Foreign Company/firm is an OEM of *VDGS / AVDGS / SVDGS* and indicating address of manufacturing facilities shall also be submitted in respect of Foreign Company.
- b) JV of firms should not comprise more than two firms and none of them should be part of any other JV participating in this tender.
- c) Joint Venture firm shall be registered in India under the Companies Act 2013. Joint Venture firm as a single unit should have Permanent Account Number (PAN) & Goods and Service Tax (GST) Registration Number, which shall be submitted in Cover-I. A detailed and valid agreement legally enforceable by Indian Law exists between the JV members defining clearly the role, responsibility and scope of work of each member along with nomination of Lead Partner commensurate with their experiences and capabilities and a confirmation that the members of the JV assume joint and several responsibilities. It shall be mandatory for lead partner to attend all progress review meetings and answerable to all issues relating to project.
- d) The Lead Partner of the JV of firm shall accept overall responsibilities of contract obligations for the total scope of work during execution and upto completion of AICMC period. **Credentials shall be met by JV partners in such a manner that both partners together shall meet 100% of qualifying criteria as defined in paras 2-C(ii) to 2-C(iv) and 2-B(v) above. However, other qualifying criteria as defined in Para 2 (A), (B) & (C) shall be met fully as a single unit by the joint venture. Indian Partner shall be the Lead Partner.**
- e) JV company should deploy sufficient plant and machinery as per the requirement of work in consultation with the Engineer-In-Charge (EIC) to achieve the milestones/targets and overall completion within the time period. JV company shall submit scanned copy of ‘Undertaking’ in this regard as per **Annexure-1**.
- f) The e-tender submission shall be made in the name of Joint Venture firm only by obtaining digital signature certificate (DSC) in the name of authorized signatory of Joint Venture.



V Indian bidder applying as Startup

Indian Bidders as Start-up can participate in the tender with the relaxation under this Work on the following conditions: -

- 1) Start-up shall be registered under DPIIT as per applicable Govt Norms.
- 2) Start-up shall be an entity, incorporated or registered in India not prior to five years, with annual turnover not exceeding INR 25 crore in any preceding financial year since incorporation / registration.
- 3) Start-up shall have the experience in the field of development, deployment or commercialization of VDGS/AVDGS driven by technology or intellectual property.
- 4) Provided that such entity is not formed by splitting up, or reconstruction, of a business already in existence shall not be considered a 'Start-up'
- 5) **Relaxation of Norms for Start-ups Bidders** as per order No. F.20/2/2014-PPD dated 25.07.2016 under Ministry of Finance, Department of Expenditure Procurement Policy Division with up to date amendments & GFR 2017 or up to date amendment.
 - a) Earnest Money Deposit (EMD) shall be exempted. However, in place of EMD / Bid Security, the bidder has to submit the Earnest Money Declaration on Company's letterhead as per attached format (**Annexure-17**).
 - b) Start-up shall be relaxed in prior Turnover, Bid Capacity and Experience. However, Start-up shall confirm to meet the quality and tender technical specifications.

E. Conversion of Foreign Currency: The following procedure shall be adopted:

- a) The value of completion cost of the work (other than INR) shall be calculated by considering the Exchange rate (as notified by Reserve Bank of India or by International currency conversion sources, if currency conversion rate not available with RBI) of foreign currency in INR on the date of completion of the work.
- b) The value of executed works shall be brought to current costing level by enhancing the actual value of work at simple rate of 7% per annum, calculated from the date of completion to the last date or extended date of submission of bid.
- c) Turnover, Net worth of foreign firms shall also be calculated by considering the Exchange rate (as notified by Reserve Bank of India or International currency conversion sources, if currency conversion rates is not available with RBI) of foreign currency in INR on the date of ending of particular financial year of that country.

F. All bidders to quote their rates only in **INR** and may note that all contract payment shall be made in **INR** only. All relevant taxation law of India shall also apply during



release of payment and necessary deduction as per tender conditions and relevant laws shall be made.

- G. One Foreign Company/Firm can make JV or Support / associate with only one Indian company for qualifying the PQ criteria for this tender. In case, if it is found that foreign company/firm has made multiple JV's or Supported more than one Indian company for participating in this tender, all such bids, supported by a single Foreign company, shall be disqualified besides other actions as deemed fit by AAI.
- H. Foreign firms, shall submit their self-attested turnover and work experience certificates. However, these credentials of the successful associated / parent company shall be verified by Airports Authority of India independently from issuing authority before acceptance of bid.

3. **All-Inclusive Comprehensive Maintenance:**

The scope of work also covers All Inclusive Comprehensive Maintenance Contract (AICMC) for 05 years after Defect Liability Period (DLP) of 02 years. During tendering, the agency will be able to quote rates for SITC portion & AICMC for 1st year only and AICMC Price field from 2nd year will be in disable mode. The Cost of AICMC from 2nd year will be worked out on the basis of pre-decided percentage of AICMC cost of 1st year as mentioned in SCC Clause 58 Page SCC- 33.

4. **Reverse Auction:**

Reverse Auction will be conducted after opening of financial bid with techno-commercially acceptable bidders on L1 price evaluated based on **SITC work cost plus AICMC cost** which shall be displayed to the bidder after opening of Financial Bids. The date & time for Reverse Auction shall be as per CRITICAL DATA SHEET. The details of Reverse Auction procedure are given on page No. **GORA-1 to GORA 31**.

5. **Evaluation of tender:**

Rates quoted shall be in Indian Rupees only and inclusive of all taxes (excluding GST) and duties whatsoever viz. custom duty in case of imported items, entry tax, taxes levied by local bodies, labour, tools & plants, packing, freight/transportation, insurance, loading, unloading, etc. GST as per actual shall be paid extra against tax invoice as per latest government notification in force.

The L1 bidder will be evaluated after Reverse Auction based on the offered cost for SITC work plus AICMC Cost.

The lowest quote evaluated on the basis of SITC work plus AICMC Cost shall be visible to all the bidders during Reverse Auction. Reverse Auction shall be conducted on this price. The work shall be awarded to L1 bidder after



Reverse Auction and also after consideration of “Price Preference” to ‘Class-I Local Supplier’ over ‘Class-II local supplier’ in accordance with the provisions of “Public Procurement Policy (Preference to Make in India), order 2017- revision dated 16.09.2020.

Discount offered by L1 bidder (during/after Reverse Auction) on its original quoted amount shall be converted into percentage term and this percentage shall be applicable on quoted amount of all the items to award the contract.

Purchase preference: Purchase preference shall be given to ‘**Class-I Local Supplier**’ over ‘**Class-II local supplier**’ whose quoted price (after Reverse Auction) falling within the **margin of purchase preference of 20%** (or as notified by DPIIT) based on non-divisible nature of work in accordance with the provisions of “Public Procurement Policy (Preference to Make In India), order 2017- revision dated 16.09.2020” notified by Government of India, Ministry of Commerce and Industry, Department of Promotion of Industrial & Internal Trade (Public Procurement Section) vide letter No. P- 45021/2/2017-PP (BE-II) dated 16th Sep 2020 or as amended up to date.

Scanned copy of all the Documents of Cover-I mentioned above shall be submitted on the CPP portal. Original Insurance Surety Bond / BG against EMD (if applicable) is required to be submitted/sent to the **Sr. Manager (ENGG. -Elect.), ER, AAI, Old R.D. Building, Safdarjung Airport New Delhi - 110003** (Bid Manager) on or before date & time mentioned in CRITICAL DATE SHEET. The tenderer(s), whose Insurance Surety Bond / BG against EMD are not received by the date & time mentioned in critical data sheet, then their tenders will be liable to be rejected. Any postal delay will not be entertained.

EMD of the value of **Rs 44,80,000/-** shall be paid online through payment gateway on CPP Portal. Contractors may have the option to submit EMD in the form of Insurance Surety Bonds or Bank Guarantee (BG) -paper form from a Nationalized or any scheduled bank but not from Co-Operative or Gramin / Rural bank (scheduled or Non-scheduled banks), if EMD amount is more than 10.00 lacs.

AAI Bank & Account details for preparation of Bank Guarantee are as follows:

NAME OF ACCOUNT HOLDER	: AIRPORTS AUTHORITY OF INDIA
BANK NAME	: ICICI BANK
IFSC CODE	: ICIC0000007
BG ADVISING MESSAGE	: IFN 760COV (BG ISSUE) IFN 767COV (BG AMENDMENT)
UNIQUE IDENTIFIER CODE (7037)	: AAICORHQ



While submitting the documents to BG issuing bank, the bidder will also submit letter to the issuing bank as per the formats mentioned in the **Appendix-XIA of GCC & Annexure - 09** of tender document.

Advisory for Applicant and its BG issuing Bank Branch is also mentioned in the **Annexure-10** of tender document.

6. Refund of EMD:

The refund of EMD to tenderers who fail to qualify in the eligibility/technical criteria, shall be initiated within 7 days of their rejection. For all tenderers who qualify and their financial bids are opened, the refund of EMD of all such tenderers except L-1 shall be processed within 7 days of opening of financial bid.

In case of online submission of EMD, the EMD of rejected Bidders will be refunded to their source account after submission of Financial Evaluation Report on the CPP Portal.

Cover-II: - The Financial e-Bid through CPP portal:

All rates shall be quoted in the format provided and no other format is acceptable. If the price bid has been given as a standard BOQ format with the tender document, then the same is to be downloaded and to be filled by all the tenderers. Tenderers are required to download the BOQ file, open it and complete the blue coloured (unprotected) cells with their respective financial quotes and other details (such as name of the tenderer). No other cells should be changed. Once the details have been completed, the tenderer should save it and submit it online, without changing the filename. If the BOQ file is found to be modified by the tenderer, the bid will be rejected.

7. Bid Submission:

The tenderer shall submit their application only at CPP Portal: <https://etenders.gov.in/eprocure/app>. Tenderer/Contractor are advised to follow the instructions provided in the tender document for online submission of bids. Tenderers are required to upload the digitally signed file of scanned documents as per Para 2. Bid documents may be scanned with 100 dpi with black and white option which helps in reducing size of the scanned documents.

Uploading of application in location other than specified above shall not be considered. Hard copy of application shall not be entertained.

- 8.** Not more than one tender shall be submitted by one tenderer or tenderers having business relationship. Under no circumstance will father and his son(s) or other close relations who have business relationship with one another (i.e. when one or more partner(s)/director(s) are common) be allowed to tender for the same contract as separate competitors. A breach of this condition will render the tenders of both parties liable to rejection.



9. Tenderer who has downloaded the tender from Central Public Procurement Portal (CPPP) website <http://etenders.gov.in/eprocure/app>, shall not tamper/modify the tender form including downloaded price bid template in any manner. In case if the same is found to be tampered/modified in any manner, tender will be completely rejected and EMD would be forfeited and tenderer is liable to be banned from doing business with AAI.

10. Bids Opening Process is as below: -

Cover-I (Tender processing fee, EMD, Technical bid and Pre-qualification):

Cover-I containing documents as per Para 2 (A), (B) (C), (D) and (E) as applicable (uploaded by the tenderers) shall be opened on date & time mentioned in CRITICAL DATA SHEET.

If the bidder has any query related to the Bid Document of the work, they should use 'Seek Clarification' on CPP portal to seek clarifications. No other means of communication in this regard shall be entertained.

If any clarification is needed from the tenderer about the deficiency in his uploaded documents in Cover – I, he will be asked to provide it through CPP portal only. The tenderer shall upload the requisite clarification/documents within time specified by AAI, failing which it shall be presumed that bidder does not have anything to submit and bid shall be evaluated accordingly.

The intimation regarding acceptance/rejection of their bids will be intimated to the tenderers through CPP portal.

Cover-II (Financial Bid):

Cover-II containing financial bid of the tenderers found to be meeting the technical criteria and qualifying requirements shall be opened on date & time mentioned in CRITICAL DATA SHEET. **(In case the date and time for opening of Cover-II (Financial Bid) is required to be changed, the same shall be intimated through CPP Portal).**

11. AAI reserves the right to accept or reject any or all applications without assigning any reasons. AAI also reserves the right to call off tender process at any stage without assigning any reason.
12. AAI reserves the right to disallow the working agencies whose performance at ongoing project (s) is below par and usually poor and has been issued letter of restrain/Temporary or Permanent debarment/black listing by any department of AAI or Central/State Govt. Depts./PSUs/World Bank/ ADB etc. **AAI reserves the right to verify the credential submitted by the tenderer at any stage (before or after the award the work). If at any stage, any information /documents submitted**



by the applicant found to be incorrect/false or have some discrepancy which disqualifies the tenderer then AAI shall take the following action:

- a) Forfeit the entire amount of EMD submitted by the tenderer.
- b) The tenderer shall be liable for debarment from tendering in AAI, including termination of the contract apart from any other appropriate contractual /legal action.

13. JV companies if any, shall be permitted as per 2D (IV).

14. Purchase preference to Central Public Sector Undertaking shall be applicable as per the directive of Govt. of India prevalent on the date of acceptance.

15. Concessions to Indian Micro & Small Enterprises (MSEs) units registered with DIC/NSIC/KVIC/KVIB/Directorate of Handicraft and Handloom etc., to be given as per the provisions of Public Procurement Policy for MSEs order 2012 with up to date amendments, shall be applicable for tenders of supply and services only and shall not be extended to construction work. **As the work comes under construction work category, hence concession to Indian Micro and Small Enterprises (MSEs) is not applicable.**

16. The bidders submitting credentials of Foreign OEM/ Clients towards work experience or any other documents issued by the Foreign OEM/ Entity/ Authority, shall obtain **requisite attestation to their Notarization either from their Embassy in India or Indian Embassy in their Country.** However, member country of "Hague" convention can submit documents with '**Apostille Stamp**'. Also, in case the documents are in foreign language, the English translation of the same shall be authenticated by the Embassy/ High commission.

17. The documents like Turnover Certificate, Net Worth Certificate, Financial Data or any other documents duly certified by Indian Chartered Accountant/Auditor shall have "**Unique Document Identification Number (UDIN)**" of the Institute of Chartered Accountants of India for verification the authenticity of the certificates. Documents certified by Indian Chartered Accountant/Auditor not having UDIN shall not be considered.

Sd/-
Sr. Manager, Engg. (E)-ER,
Bid Manager
Airports Authority of India,
1st Floor, Old R.D. Building,
Safdarjung Airport,
New Delhi – 110 003