

एवियोनिक्स प्रभाग  
हिन्दुस्तान एरोनाटिक्स लिमिटेड  
एच.ए.एल ड्राक, बालानगर, हैदराबाद 500 042, भारत  
दूरभाष नं-91(040)23878281, फैक्स : 91-40-23878281



AVIONICS DIVISION  
HINDUSTAN AERONAUTICS LIMITED  
HAL Post, Balanagar,  
Hyderabad- 500 042, India  
Phone:+91(040)23878281, Fax : 91-40-23878281

Ref: HAL/HD/PUR/1M/4670

Date: 27.12.2017

To  
The High Commission of India  
Embassy of India  
Milady Horakove 60/93  
Prague 7, Czech Republic  
Tel: +420257533490

Dear Sir,


Sub: Forwarding of Global Tender Documents for Thick film furnace with accessories

A Global Tender Notice No. HAL/HD/PUR/1M/4670/CAP-1593 for Thick film furnace with accessories is being released for publication in the Times of India, the Dainik Bhaskar (Published on 27/12/2017) and the Indian Trade Journal in the month of January, 2018 (Copy of Global Tender notice enclosed). The NIT is also hosted on our official website: [www.hal-india.com](http://www.hal-india.com)

In this connection, we are forwarding herewith Global Tender Notice for RFQ No. No. HAL/HD/PUR/1M/4670/CAP-1593 for procurement of Thick film furnace with accessories with a request to display the same in notice board of your office. Prospective vendors and manufacturers may also please be informed to participate to the global tender accordingly. The details of RFQ i.e. Terms & conditions, item description & specification are available on HAL website: [www.hal-india.com](http://www.hal-india.com). The last date for submission of quotations is 30. January. 2018.

Please acknowledge receipt of this letter by return.

With Warm Regards,

  
N. Vecra Kumar  
DGM(IMM)  
Ph No:+91-40-23870073

Encl: printed copy of NIT

## HINDUSTAN AERONAUTICS LIMITED

### AVIONICS DIVISION

(GOVERNMENT OF INDIA UNDERTAKING)

P.O HAL TOWNSHIP, HYDERABAD – 500 042 (TELANGANA), INDIA

HAL HYDERABAD GSTIN:36AAACH3641R1Z8

Phone: 040-23878281 Ext : 4639,4609 E-mail :1)[raja.mandadapu@hal-india.com](mailto:raja.mandadapu@hal-india.com) (for correspondence)  
040-23870073 2)[ranu.gupta@hal-india.com](mailto:ranu.gupta@hal-india.com)

Website: [www.hal-india.com](http://www.hal-india.com)

### GLOBAL TENDER NOTICE

Hindustan Aeronautics Limited, Hyderabad invites sealed tenders to procure following stores from original manufacturer(s)/accredited supplier(s)

SI NO.	TENDER NO	ITEMDESCRIPTION	QTY(NOS)	EMD AMOUNT
1	HAL/HD/PUR/1M/ 4670/CAP-1593	THICKFILM FURNACE WITH ACCESSORIES	1	Rs.1.75 lakhs *

(\* In case of foreign bidder, EMD to be submitted in any freely convertible currency of amount equivalent to the above EMD.)

1) The bids are to be submitted in TWO-BID pattern i.e (1) Technical bid and (2) Commercial bid in two separate sealed covers distinctly marked accordingly with tender No. & due date and sealed inside a single envelope, which should be duly super scribed with tender Ref.No. and due date.

2) A) Issue of Tender Documents: From 27.12.2017 to 30.01.2018

B) Last date for submission of tender bid: Date : 30.01.2018 upto 16.30 hrs.

C) Opening of tender bid (Technical Bid only): Date: 31.01.2018 at 14.00 hrs.

3) Tender Documents:

(a) The tender documents containing detailed specifications of item with terms and conditions can be downloaded from HAL website: [www.hal-india.com](http://www.hal-india.com).

4) Earnest money deposit (EMD) in the form of Bank Demand Draft/ Pay Order/ Banker's Cheque/ Bank Guarantee only in favour of HAL, Hyderabad is required to be submitted by Bidders for requisite amount. EMD should be submitted along with Technical bid only. The EMD can also be paid through WIRE/SWIFT transfer. Transaction code should be indicated along with technical bid. Bidders exempted from submission of EMD as per Govt. of India directives must submit certified copy of Govt. of India authority for such exemption in lieu of EMD.

5) The sealed offers shall be submitted on or before due date. HAL shall have no responsibility for delay or non-receipt of tender documents sent by post. Offers received late, conditional offer and incomplete offers will be summarily rejected.

HAL reserves the right to waive off any formalities or reject any or all the tenders received without assigning any reason whatsoever and bidders shall have no claim out off such action.

  
Authorized Signatory

N. VEERA KUMAR  
DGM (MM)  
HAL/H. / Sl. No. 102/18

**HINDUSTAN AERONAUTICS LIMITED**  
**AVIONICS DIVISION**  
**(GOVERNMENT OF INDIA UNDERTAKING)**  
**P.O HAL TOWNSHIP, HYDERABAD - 500 042 (TELANGANA), INDIA**

Phone: 040-23878281 Ext : 4639,4609 E-mail : 1) [raja.mandadapu@hal-india.com](mailto:raja.mandadapu@hal-india.com) } (for correspondence)  
040-23870073 2) [ranu.gupta@hal-india.com](mailto:ranu.gupta@hal-india.com) }  
Website: [www.hal-india.com](http://www.hal-india.com)

**TENDER REF NO: HAL/IID/PUR/IM/4670/CAP-1593Dtd:27.12.2017 DUE Dt: 30.01.2018**

**SUB: INVITATION OF QUOTATION in TWO BID FOR "THICKFILM FURNACE WITH ACCESSORIES"**

Please submit sealed quotation for supply, installation and commissioning of the following item (S):

SL.NO	DESCRIPTION OF ITEM	QTY.
1	THICKFILM FURNACE WITH ACCESSORIES	1

AS PER SPECIFICATIONS MENTIONED IN ANNEXURE -I ATTACHED HEREWITH

**TERMS AND CONDITIONS OF THE TENDER**

**TENDERING PROCEDURES:**

A) Two bid (technical and commercial) sealed Quotations should be submitted following procedures as mentioned below.

B) The quotations should be sent in two parts i.e. (1) Technical Bid and (2) Commercial Bid. Technical bid and commercial bid in a separate envelopes superscribing Tender NO. & Due Date(technical/commercial) and the two envelopes( technical and commercial bids) should be placed in a single envelope super scribing the Tender NO. & Due Date and address to DGM(IMM), Tender Box NO:3, North Gate , Hindustan Aeronautics Ltd., Balanagar, Hyderabad-500042,Telangana, India. EMD should accompany the technical bid. **Technical bid without EMD would be considered as unresponsive and will be summarily rejected.**

Both the bids should be identical in all respects except that the Technical Bid should be blank space at the price where price have been stated in Commercial Bid.

Initially technical bids will be opened and will be evaluated accordingly. Commercial bids of only those vendors whose technical bids are found technically suitable and accepted, will be opened. Date and time for opening of commercial (price) bid will be intimated separately, if required.

**1. Price**

a) The bidder is required to indicate prices against individual items. Prices quoted should be in the currency of the country of supply or any other convertible foreign currency (to be specified by HAL in line with RBI / FEMA rules).

b) HAL being manufacturers, bidders to indicate in the quotation manufacturers discount if any.

c) Bidders to confirm that :

- The prices quoted are the lowest export price and is the same as they would normally quote to Govt. Department.
- The price is in terms of the appropriate clause of the License Agreement. (Where License Agreement is in vogue).

d) Price quoted should be net FOB / FCA, export packed / FAS Vessel with no extra charge whatsoever(for foreign supplier) or FOR, Destination basis (for indigenous supplier)

e) (Optional Clause : Bidder should indicate separately cost of services rendered in India if any.)

*(Signature)*  
N. MANA LUMBAR  
DGM (IMM)  
St. No. 152048

f) If for special reasons, bidder prices are Ex-Works or F.O.B. plant, bidder must prepay inland transportation's. Port dues and shipment charges up to F.O.B. vessel at port of shipment and claim this amount of actual along with the price of the goods through bank. Bidder's quotation should indicate clearly the extent of such charges.

g) Tenderers should clearly mention whether the prices hold good when the full quantity of enquiry is not ordered but only a part of it. Unless otherwise mentioned, it would be assumed that the rates hold good even when lesser quantities than those enquired of are ordered. Any increase in prices at a later date for ordering lesser quantities will not be agreed to.

h) Preference will be given to firm prices. But should quoted prices be subject to variation, bidder is requested to give the following information:

- i. The portion of the contract price which will be subject to such variation
- ii. A breakdown of this variable figure into i) labour ii) materials
- iii. An escalation formula linked to indices with a Cap should be given and escalation in price established with supporting documents. Price variation may be considered only if it occurs within the contractual delivery period.
- iv. A further break down of materials giving the main classes of material involved i.e. steel, nonferrous metal etc.

## 2. Taxes :

a) In respect of Foreign bidders, bidders has to bear all taxes, duties and levies payable in their country and HAL will bear all statutory levies, other than withholding tax and service tax, payable in India.

### b) Withholding Tax

i) HAL would be deducting at source applicable Income Tax as per Government of India Rules applicable at the time of making payments in respect of services rendered in India. (Generally on the amounts towards services like training, technical assistance offered by the bidder and license fees). As per the Rules, Income tax has to be borne by the recipient of the Income and relevant certificate to this effect will be issued to the bidder on deduction of such amounts, if applicable.

ii) Bidder should bear the applicable withholding income tax in India. Tax would be deducted at source by HAL as per DTAA where the bidder could claim the benefit of double taxation in their country as per the bilateral agreement between the two countries. Certificate to this effect would be issued by HAL to enable the bidder to claim the benefit under DTAA.

iii) Bidder is required to indicate the PAN No. issued by Indian Income Tax Authorities.

c) Any other statutory levies (as applicable) to be mentioned clearly in quote.

d) Kindly indicate the GSTIN of your firm in quotation.  
Also kindly mention applicable GST with HSN code/SAC no (in case of service) for the quoted items. In case of GST registration not being done or delay in registration and noncompliance to any aspects wrt GST, bid may not be considered for further evaluation and HAL shall not be responsible in this regard. The onus for compliance w.r.t GST lies wholly with the bidders.

e) Taxes applicable i.e. CGST, SGST, IGST etc should be clearly mentioned in your Quotation.

### 3. Quantity :

- a. The quotation must be in the unit in which the quantity is indicated in the enquiry. If it is otherwise, conversion data must be furnished.
- b. HAL reserves the right to order quantity less than indicated in the enquiry /quoted for by bidder, at the prices quoted, without any reference to the bidder.

**4. Supply of Alternative Item :** Applicable descriptive literature/catalogue if any may please be enclosed by the bidder with offer (at least two copies). In case bidder is quoting for an alternative part number it should be confirmed that the offered part is fully interchangeable with the required part.

**5. Shelf Life :** Where stores offered have a limited shelf-life, kindly indicate the life involved and confirm that in the event of an order from us, only newly manufactured stores with the maximum possible shelf-life at the time of dispatch will be offered for shipment. In respect of rubber items such as seals etc., having cure date, the item should not have been manufactured earlier than 6 months of dispatch.

**6. Validity of the Quotation :** Price quoted should be net and unless otherwise specified should remain valid for our acceptance for a minimum of 180 days from the closing date of enquiry and the materials of offered should be kept under provisional reservation for this quotation.

**7. Tender Due Date :** The due date for submission of quote is **30.01.2018 at 16.30 Hrs.**

HINDUSTAN AERONAUTICS LIMITED

AVIONICS DIVISION

P.O HAL TOWNSHIP, HYDERABAD – 500 042 (TELANGANA), INDIA

### 8. Submission of Tender :

a. The bidder is required to submit bids directly to HAL, either through post/courier in sealed cover with clear marking of bidder details. The cover should be marked with tender no., due date and bidders postal address. Response received, without bearing the bidder address will not be entertained. Bid submitted by bidder's authorized dealer / distributor/channel partner should accompany with ink signed authorization letter of the bidder to whom tender has been originally issued. In the absence of authorization letter, the bids submitted shall be considered an unsolicited.

b. **Only signed copy of bid(both technical and commercial) submitted in hard copy will be accepted.** Unsigned copy of bid received will not be considered. Bid should not forwarded to the mail of correspondence.

c. The bid to be addressed to Mr. N. VEERA KUMAR, DGM(IMM), Tender Box NO:3, North Gate, Hindustan Aeronautics Ltd., Balanagar, Hyderabad-500042, Telangana, India or can be directly dropped in Tender Box NO:3, North Gate, Hindustan Aeronautics Ltd., Balanagar, Hyderabad-500042, Telangana, India

d. Submission of tender in two bid system:

e. In response to tender in two bid system, the bidders are required to submit technical bid and commercial bid separately. Each bid will be put in separate sealed cover marked with tender No., due date and indicated as technical bid or commercial bid as the case may be. Both sealed covers will be put in a single cover, which will again be sealed and superscribed with tender no. and due date.

f. The technical bid should also include EMD in original form. **Technical bid without EMD in original form will be rejected.** In case of EMD sent by SWIFT / Wire Transfer, Transaction Code should be indicated along with the technical bid. The technical bid will be accepted only after confirmation of receipt of EMD in time.

- g. Bid received with technical bid and commercial bid in open condition inside one envelope will be rejected.  
h. Submitting only one bid with rates and technical details as a single bid will be rejected.

**9. Late Tender:**

- a. Bid received after the due date and time specified in the tender shall be considered as late tender and will not be considered.  
b. HAL will not be responsible for loss or delay in receipt of tender documents / tender in transit.  
c. HAL reserves the right to reject late or incomplete tender.

**10. Opening of Tender :**

- a. Tender will be opened on 31.01.2018 at 14.00 Hrs. at  
HINDUSTAN AERONAUTICS LIMITED  
AVIONICS DIVISION  
P.O HAL TOWNSHIP, HYDERABAD -- 500 042 (TELANGANA), INDIA  
Bidders or their authorized reps. are desirous to attend the tender opening may forward written confirmation with name of authorized person and designation prior to tender opening.

- b. During tender opening only the important particulars like price, delivery terms will be read out.

**11. Tender Evaluation:**

- a. Bid received in different currency will be converted to Indian Rupees. The TT selling rate for foreign currency exchange rate for conversion will be adopted as per the SBI HAL Campus, Hyderabad Branch in India as on date of tender opening.  
b. Bid with lowest price conforming to the specification will be considered for placement of order.  
c. 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 x unit price, if MOQ offer beyond 20% of RFQ quantity.  
d. If two or more bidders quote the same price. HAL reserves the right to seek revised offer from the same bidders and placing order on revised L-1 offer. If same situation prevails then HAL reserve the right to place order on any of them.  
e. If the lowest bidder has not offered full quantity, for the balance quantity HAL reserves the right to source from other bidders at L-1 price.  
f. Conditional discounts will not be considered in evaluation of tender.  
g. In respect of two bid system, technical bid will be opened on the tender opening date. After technical evaluation, the Commercial bids of those bidders who are technically acceptable will be opened.

**12. Supply of Samples:**

Samples submitted for any reasons shall be supplied without charge and freight paid and without any obligation on the Purchaser as regards safe custody. All samples submitted must be clearly labeled with the bidder's name

and address and tender number. If the bidder submits the samples with his tender the same shall not govern the standard of supply except when it has been specifically stated in the Purchase Order that it is accepted instead of any sealed pattern. Should certified samples be lent to a bidder by HAL the bidder is responsible for the return in perfect order of all certified samples with the labels intact.

### 13. Others:

a. In the case of airborne material, the same should be covered by a Release Note or Airworthiness Certificate countersigned by person/s authorized by Government Airworthiness Certifying Authority.

b. Please indicate approximate net weight of each of the item and gross weight and dimension of the package to enable HAL to determine the mode of dispatch.

c. Please indicate in your tender, whether stores newly manufactured are offered. Where newly manufactured stores are offered and on inspection it is found that reconditioned stores or parts have been used, such stores will be rejected at the contractor's risk and expense.

d. Please furnish list of similar equipments supplied in HAL or anywhere in India with customer's full address, value and telephone/telex etc. (if applicable)

e. Please indicate if any training arrangements for item/system in India and factory acceptance test if required.

f. Please also indicate necessary onsite technical support during installation of the system at no extra cost.

g. Vendors should ensure the availability of spares of the offered products for a period of 10 years.

h. Two sets of operation manuals/maintenance manual should accompany the system at no extra cost (if applicable)

i. Please also indicate status of export permit based on the present rules/regulations of your country and normal time frame for obtaining such export permission if an order is placed on you in near future and the same should be covered within the delivery schedule indicated.

j. Vendors while submitting the proposal should categorically declare that items quoted by them are their own manufactured products and are not resold (2nd sale). Offers without such declaration are likely to be ignored.

k. Quotation should accompany the detailed catalogues and literature.

l. Vendor should confirm that they are the original manufacturer of the stores referred to in this contract and has not engaged any individual or firm whether Indian or foreign whatsoever, to intercede, facilitate or in any way to recommend to the Government of India or any of its functionaries, whether officially or unofficially, the award of the contract to the seller nor has any amount been paid or intended to be paid to any such individual or intended to be paid to any firm in respect of any such intercession, facilitation or recommendation, vendor accepts that if it is established that the present declaration is in any way incorrect and if at any later stage it amount/commission to such individual/firm, vendor will be liable to pay the similar amount to HAL for engaging such individual/firm and making the payment as commission. In addition, vendor will also be debarred from entering into any supply contract with the Ministry of Defence, Government of India for a minimum period of 5 years. Vendors shall also consider cancellation of the contract without any entitlement or compensation to vendors who shall also be liable to refund all payments made by HAL in terms of the contract along with the interest at the London inter bank offer rate (LIBOR)

m. The Harmonized System of tariff nomenclature against the items for which quotation is rendered should be indicated.

n. For the Raw materials (in forms of bar, sheet, wires etc) (applicable for RFQs for raw material)

i. Release note/ OEM certificate of conformity with physical and chemical test report is required along with the supply.

ii. Requested to include the Box Charges / Packing Charges / Phytosanitary regulation Charges in the unit quoted price if any. (otherwise indicate separately charges for each item)

o. Manufacturer's name and country of origin of the materials offered must be clearly specified. Complete details and illustrated literature must accompany all quotations.

p. Vendors should clearly indicate similar equipment supplied on global basis to Aircraft manufacturing industry, to any Division of HAL, and other reputed/Govt customers and anywhere in India with customer's full address, telephone/telefax No., P.O. No., value and year of supply.

q. Quotation should be free from correction, over-writing, using correcting fluid etc.

r. All drawings (photo/sketches) sent by HAL should be returned with quotations, if bidder is unable to quote HAL, drawings/photos/sketches should also be returned immediately along with regret letter.

s. HAL is not bound to accept the lowest or any quotation and reserves the right of accepting the whole or any part of the quotation or part of the quantity offered and bidder must supply the same at the rate quoted.

t. Vendor shall not be entitled without HAL's consent to assign or transfer to a third party all or part of the benefits or obligations under this contract.

#### 14. Earnest Money Deposit :

a. EMD for a value of **Rs.1.75 lakhs\*** to be submitted in favour of Hindustan Aeronautics limited, Avionics division, Hyderabad in the form of DD/Banker's Cheque/Pay Order/Bank Guarantee of Scheduled Bank, EMD should be valid for 28 days beyond the validity of the bid. The EMD can also be paid through WIRE/SWIFT transfer, the proof of which shall accompany the bidder's offer. For sending swift please find below the bank details:

State Bank of India  
HAL Campus Branch  
Hyderabad-500042  
Swift Code:SBININBB312  
IFSC Code:SBIN0001676

\*In case of foreign bidder, EMD to be submitted in any freely convertible currency of amount equivalent to the above EMD.

b. Offers not accompanied with requisite amount of EMD or EMD not submitted in the specified form in original shall be summarily rejected.

c. EMD will not carry any interest for the period it is retained with HAL. EMD will be forfeited if a bidder withdraws, amends, impairs and / or derogates within validity period.

d. Bidders exempted from submission of EMD as per Govt. of India directives must submit certified copy of Govt. of India authority for such exemption in lieu of EMD.

e. EMD of unsuccessful bidder will be returned after order acceptance by the successful bidder. Bidders are required to provide the Bank details along with quote for returning of EMD in case of unsuccessful bid.

f. In case of two bid system EMD in original form should be enclosed along with the technical bid. Technical bid without EMD in original form will be rejected. In case of Wire/Swift transfers the transaction code is to be mentioned in the technical bid. The technical bid will be accepted only after confirmation of receipt of EMD in time

g. EMD remittance document, either in Indian currency or any other convertible currency



of the specified amount, can be arranged by the Indian subsidiary/branch office in India of a foreign bidder which shall be submitted along with a certificate confirming the relationship of subsidiary/branch office in the bidder's offer.

If bank guarantees are received from foreign bank, the foreign vendor may submit BG issued by foreign branches of banks operating in India. Where the foreign bank does not have branches operating in India, the BG issued by the foreign banks should be got confirmed by one of the Scheduled banks in India. The charges for confirmation of the BG should be borne by the foreign vendor. In case of BG to be issued by the foreign bank towards LMD, the original BG should accompany with authentication letter received from schedule bank in India. Otherwise the BG submitted by foreign bank will not be considered.

h.Format of EMD is as per **Annexure-II**

**15.Warranty:** Warranty is after the goods have been taken over by HAL against any defective design, workmanship, materials and non-conformance to intended performance. (Optional Clause : During warranty minimum uptime of 95% shall be ensured failing which warranty period shall deem to be proportionately extended). During warranty period equipment shall be replaced/ repaired free of cost including any to & fro freight/insurance involved. Supplier shall attend to warranty calls within 48 hours notice.

**16.POST-WARRANTY SERVICE** Arrangements for after sales service and maintenance (authorized service centre) in India on site during warranty & post warranty period should be clearly indicated providing with name, address, phone, fax, contact person, infrastructure along with spare parts inventory held by your Authorized Technical Service Center. The vendor to indicate the validity period of authorization for the technical service center.

**17. Liquidated Damages :**

In the event of an order, we reserve the right to collect a sum of 0.5% per week (on basic cost only excluding taxes & duties, if such details are furnished separately in the bid submitted) of delay or part thereof, subject to a maximum of 10% as our claim-towards liquidated damages on the undelivered part of the order.

**If the LD clause is not acceptable by the bidder fully/partially, the corresponding LD value not agreed by the bidder, will be loaded in the price comparative statement to determine successful bidder.**

In case, quotes received without indicating the breakup details of taxes and order placed subsequently on composite value (with out indicating break-up details of taxes & duties) then the LD to be deducted on the composite value (including taxes & duties) of the delayed deliveries.

**18. Delivery :**

- i. Deliveries quoted should be firm (or as per the schedule indicated).
- ii. Please confirm whether the item/equipment quoted/ offered is of-the-shelf or to be manufactured specific-to-type. If the items/equipment is manufactured specific-to-type, bidder to quote firm delivery schedule taking into consideration of the period actually required based on the complexity of the equipment. In the event of an order, HAL reserve the right to claim towards liquidated damages on the undelivered part of the order. This clause will be strictly followed by HAL. Therefore your delivery schedule should be firm and definite.
- iii. If installation and commissioning of the equipment is required to be done by bidder at HAL site, bidder to indicate the period required for the above job from the date of intimation of readiness of site at our premises.
- iv. Bidder to note that the delivery schedule should be for:
  - A) Period required for the delivery/dispatch of equipment and
  - B) Period required for installation and commissioning of the subject equipment after intimation from HAL about readiness of the site.
- v. Supplier should clearly mention from where the material will be delivered i.e Place of Delivery for each item to be quoted along with contact person's number with email id.

### 19. Inspection:

Items will be inspected by our inspection department and their decision on the matter will be considered final. Item rejected as a result of such inspection shall be replaced by you free of cost and all charges for delivery of the same at our works at HAL will be to vendor's account.

### 20. Terms of Payment:

i) In accordance with our standard practice, payment against any order materializing out of your offer, will be against presentation of documents through the State Bank of India HAL Branch, Balanagar, Hyderabad.(mention HAL's Banker), India.

ii)As a matter of policy HAL arrange payments to the extent of 80%, through SIGHT DRAFTS presented through our Bankers. 20% after delivery and acceptance and fulfillment of all contract obligations and on the submission of Performance Bank Guarantee for 10% of the order value to cover the warranty period.

iii)If under unavoidable situations payment has to be made through Letter of Credit, the same can be established for 80% of the order value before three months from the date of dispatch. All bank charges are to be borne by the vendor. Balance 20% will be paid directly through bank after delivery and acceptance and fulfillment of all contract obligations and on the submission of Performance Bank Guarantee for 10% of the order value to cover the warranty period.

iv) For indigenous supplier, in the event of an order, 100% payment will be made within 30 days after receipt, inspection and acceptance at our stores by RTGS or any other latest electronic payment remittance mode.

### 21. Performance bank Guarantee:

Vendor has to furnish a Performance bank Guarantee as per HAL's format for 10% of order value (to be calculated only on basic cost excluding taxes & duties, if such details are furnished separately in the bid submitted) valid till end of Guarantee/Warranty period from a scheduled bank in India/Bank of international repute (for foreign vendor) from the date of acceptance/commissioning or otherwise equivalent amount shall be retained till completion of warranty period and other obligation of purchase order/contract. In case, quote received without indicating the breakup details of taxes and order placed subsequently on composite value( without indicating breakup details of taxes & duties) then the PBG to be submitted on the composite value(including taxes & duties). **In case vendor does not agree for Performance Bank Guarantee / retention of equivalent amount, the offer will be summarily rejected.**

Indian bank PBG should be submitted in stamp paper only, if bank guarantees are received from foreign bank, the foreign vendor may submit BG issued by foreign branches of banks operating in India. Where the foreign bank does not have branches operating in India, the BG issued by the foreign banks should be got confirmed by one of the Scheduled banks in India. The charges for confirmation of the BG should be borne by the foreign vendor. OR if foreign bank guarantee is received directly from Foreign bank then it should be in MT760 Format. BG is to be submitted directly by issuing bank under Registered Post(AD) to HAL address.

Format of BG is as per Annexure-III

### 22. Security Deposit:

Successful tenderer shall have to furnish Security Deposit @ 5% to value of Purchase Order as security deposit (to be calculated only on basic cost excluding taxes & duties, if such details are furnished separately in the bid submitted) within 15 days of receipt of the purchase order, by way of crossed Demand Draft or Bank Guarantee in the prescribed format of HAL from a schedule bank in India or bank of international repute(for foreign vendors) in favour of Hindustan Aeronautics Limited, Hyderabad for the due fulfillment of the Purchase Order valid upto 60 days after the completion of contract period/last supply. In case, quotes received without indicating the breakup

details of taxes and order placed subsequently on composite value( without indicating breakup details of taxes & duties) then the security Deposit to be submitted for the composite value(including taxes & duties). In case, breach of contract or failure of contractual obligations at the part of supplier then Security Deposit amount will be forfeited. In addition an alternate action for procurement of requisite items will be taken by HAL, at the risk and cost of default supplier. Security Deposit amount will not bear any interest for the period it is retained with HAL and will be returned only after the contract is completed to the entire satisfaction of HAL. This amount is likely to be forfeited in the event of failure to execute the contract as per the terms and conditions laid down in the agreement.

**Indian BG should be submitted in stamp paper only, if bank guarantees are received from foreign bank, the foreign vendor may submit BG issued by foreign branches of banks operating in India. Where the foreign bank does not have branches operating in India, the BG issued by the foreign banks should be got confirmed by one of the Scheduled banks in India. The charges for confirmation of the BG should be borne by the foreign vendor .OR if foreign bank guarantee is received directly from Foreign bank then it should be in MT760 Format.BG is to be submitted directly by issuing bank under Registered Post(AD) to HAL address.**

**Loading factor of 5% towards Security Deposit shall be considered while preparing price comparative statement of bidders who have not agreed for submission of Security Deposit.**

Format of Security deposit is as per **Annexure-IV**

### **23. Export License:**

Vendors should categorically confirm the availability of export license from their government for exporting the system. Vendor shall be required to obtain and maintain all Export/Import licenses and permits etc., as the case may be, required for performing supplies against this tender. Obtaining export license shall be entire responsibility of the vendor.

**24. Settlement of Disputes and Arbitration:** All disputes arising out of the contract shall be settled as per Laws of India/ Rules of Arbitration of ICA/ICADR.

**25. Immunity to Government of India:** It is understood and agreed that the Government of India is not a party to this agreement and has no liabilities, obligations or rights hereunder. It is expressly understood and agreed that HAL is an independent legal entity with power and authority to enter into contracts solely in its own behalf under the applicable Laws of India and General Principles Contract Law. The vendor shall agree, acknowledge and understand that HAL is not an agent, representative or delegate of the Government of India. It is further understood and agreed that the Government of India is not and shall not be liable for any acts, omissions, commissions, breaches or other wrongs arising out of the contract. Accordingly, vendor expressly waives releases and foregoes any and all actions or claims against the Government of India arising out of this contract, not to sue the Government of India as to any matter, claim, and cause of action or thing whatsoever arising out of or under this agreement.

### **26. Fall Clause:**

a)The price charged for the stores supplied under the contract shall be in no event exceed the lowest price at which the contractor sells the stores or offers to sell stores of identical description to any persons/organizations including the purchaser of any department of the Central Govt. or any Dept. of the State Govt. or any statutory undertaking of the Central or State Govt., as the case may be during the period till the performance of the supply order placed and during currency of the contract is completed.

b)If at any time during the said period, the contractor reduces the sales price, sells or offers to sell such stores to any person/organization including the purchaser or any department of Central Govt. or any Dept. of State Govt., or any statutory undertaking of the Central or State Govt., as the case may be at a price lower than the price chargeable under the contract, he shall forthwith notify such reduction/sale or offer to

- 31.15 Our conditions of contract will govern any resultant order arising out of the tender enquiry and your quotation will be subject to the said conditions
- 31.16 Terms and conditions of quotation which are contrary to terms and conditions of the tender documents are not acceptable
- 31.17 The Specifications of items as mentioned in Tender Specifications should be complied.
- 31.18 Quotation from Indian agent on behalf of foreign supplier is not acceptable
- 31.19 Test certificate should be provided as mentioned at individual specifications of items
- 31.20 Canvassing in any form shall disqualify the tenders.
- 31.21 Vendor is requested to indicate whether your firm is registered with MSME/NSIC with the following details along with the offer

If Yes please provide following details with documentary evidence

- a) Whether your firm is micro/Small/medium industry
- b) whether firm is lead by SC/ST/Lady/Others
- c) kindly provide UAN no.

All price and purchase preference policy applicable to MSME will be followed.

31.22. Import content: Confirm the percentage of import content in the offered price against each item in your quotation. If no import content is mentioned in the quote it will be considered as zero by default

31.23. If Supplier having turnover less than Rs.20.00 lacs (as per Govt guidelines on GST from time to time), it should be clearly mentioned in the Quotation and also proof of the same should be provided along with Quotation.

32. Supplier should clearly mention GST Registration no (both HAL GSTIN no & Supplier GSTIN no) HSN code / SAC and GST Invoice should be uploaded in the GST portal and supplies should be affected and information regarding dispatch should be given to concerned Purchase Officers. The same GST Invoice along with GST Registration no, HSN / SAC code for the items supplied to be provided to HAL. Payment will be released only after confirmation from the vendor that the Invoice with all details uploaded in GST portal.

33. The stores rejected by HAL inspector must be removed by the vendor within 30 days from the date of receipt of intimation of rejection and at his own cost, failing which the vendor shall be liable to pay storage charges @ 1% per each day of delay of the invoice value of the stores. If the stores are not removed within a month from the date of intimation of rejection, the stores will be liable to be sold by HAL at the vendor's risk and responsibility and the proceeds adjusted towards storage charges.

34. **Repeat order:** HAL may place repeat order up to 100% of the value of the original order after the placement of the original order, but within 12 months from the date of completion of original order.

### 35. CONFIDENTIALITY

The Supplier shall hold confidential technical data and information supplied by the Purchaser or on behalf of the Purchaser and shall not reproduce any such technical data or information or divulge the same to any third party without the prior written consent of the Purchaser. The Purchaser shall hold confidential technical data and information supplied by the Supplier or on behalf of the Supplier and shall not reproduce any such technical data or information or divulge the same to any third party without prior written consent of the Supplier except as far as may be necessary for either party to carry out its obligations under this Contract.

### 36. EXIT CLAUSE:

A) The contract/ order may be terminated under the following circumstances:

- a) In the event of unsatisfactory performance by the vendor during the contract period, or any of the information provided by the supplier is found to be untrue, or supplier is found to have attempted to influence any person involved with the contract through unethical means, the contract shall be terminated with one month advance notice without any financial implications to HAL. Notwithstanding the foregoing, in cases where it is found that a supplier is engaged in unethical practices, the same shall be barred from participating in the future contracts for a period indicated in the purchase manual.

- b) If there is change in customer requirement, contract shall be terminated with one months advance notice. The liability of HAL in this case will be agreed mutually.
- c) The supplier is declared bankrupt or becomes insolvent.
- d) The delivery of material is delayed due to causes of Force Majeure by more than one months.
- e) Based on the decision of the Arbitration tribunal.
- B) In the event of termination of contract by either party the supplier shall ensure the following:
  - a) IPRs are transferred to HAL to enable HAL to proceed on the work with other suppliers. Suppliers also will render all assistance till the other suppliers fully take over the balance work.
  - b) Transfer title and deliver all or any part thereof of the supplies, materials, work in progress, finished products, tooling, drawings and data produced or acquired by vendor specifically for the product being terminated.
  - c) Supplier shall ensure supply of products and its components/ spares at least for a period of five years from the date of such termination.

**37)Anti profiteering Law:** Any reduction in rate of tax on any supply of goods or services or the benefit of input tax credit shall be passed on to the recipient by way of commensurate reduction in prices. The central Government may, on recommendations of the council, by notification, constitute an authority, or empower an existing authority constituted under any law for time being in force, to examine whether input tax credits availed by any registered or the reduction in the tax rate have actually resulted in a commensurate reduction in the price of the goods or services or both supplied by him. The Authority referred to in sub-section(2) shall exercise such powers and discharge such functions as may be prescribed.

**38)Risk purchase:**

Delivery date / period, any stoppage or discontinuation of ordered supply / awarded contract without written consent by buyer or not meeting the required quality standards, the buyer shall be at liberty, without prejudice to the right of the buyer to recover liquidated damages / penalty as provided for in these conditions or to any other remedy for breach of contract, to terminate the contract either wholly or to the extent of such default. Amounts advanced or part thereof corresponding to the undelivered supply shall be recoverable from the seller at the prevailing bank rate of interest. The buyer shall also be at liberty to purchase, manufacture or supply from stock as it deems fit, other articles of the same or similar description to make good such default and or in the event of the contract being terminated, the balance of the articles remaining to be delivered there under at the risk & cost of seller. Any excess over the purchase price, cost of manufacture or value of any articles supplied from the stock, as the case may be, over the contract price shall be recoverable from the seller.

It may kindly be noted that all clarification/query/status w.r.t tender may be forwarded to the following contact point :

Mr.Mandadapu Raja,  
 Manager(IMM)  
 Mail Id:raja.mandadapu@hal-india.com  
 Contact no:+91-40-23870073

*Raja*  
 N. VEERARAJAN  
 S. R. S. 1504 / 1511 / 1512  
 DSN (IMM)  
 HAL / St. No. 100200

## Annexure - I

RFQ NO: HAL/HD/PUR/IM/4670/CAP-1592

dtd. 27.12.2017 due dt: 30.01.2018

### Specification

S.NO	ITEM DESCRIPTION
1	<b>THICK FILM FURNACE WITH ACCESSORIES</b> 1. Rated Temperature:- the maximum temperature rating is 950 - 1050° C 2. Conveyor system:- Minimum 4 inches wide Nichrome conveyor belt. The conveyor drive should provide positive traction and belt alignment through out the furnace length. 3. Conveyor speed:- The furnace should be provided with a variable speed conveyor drive system capable of control between 0.5" to 5" per minute or better. Provision for varying belt speed with indication. 4. Drive system:- Micro-processor controlled, closed loop, feed back indication. Speed control accuracy should be $\pm 0.5\%$ or better over the full range. 5. Temperature controls:- The furnace should be provided with a micro processor or PC based controller. The controller should enable the following. a. Range :- 200° C to 1050° C b. Uniformity:- Cross belt temperature uniformity of $\pm 2.5^\circ$ C or better c. Provision for time- temperature profiling, data logging and history display and printing. 6. Over temperature protection:- Redundant over temperature protection in all zones 7. Function controls:- The furnace should be equipped with PC or microcontroller and software for displaying the set and actual temperatures, set and actual conveyor speed, product profiles display and storage. Alarms for over temperature, belt speed. 8. Vestibules should be provided at the entrance and exit min 4 inches long. 9. Furnace cooling: water cooling of furnace should be provided. 10. Exhaust system:- Furnace should be provided with a powered exhaust system and cover full chamber width, removable condensate collection trap. 11. External supply:- 415 volts $\pm 10\%$ , 3phase, 50-60 Hz 12. Brush belt cleaner to be provided 13. UPS for belt driving system and computer allowing an orderly shutdown of the system in case of power failure with min 15 minutes back up. 14. Air filtering system 15. Alarms for part over-run. 16. Status light tower 17. Profiling wheel/reel system with thermo couple. 18. Documentation:- two sets of installation, operation and maintenance manuals should be provided. 19. Installation and commissioning at HAL. 20. Training to operators and maintenance personnel on the site. 21. Recommended spares to be quoted separately. 22. Warranty of min one year after installation. 23. Product support for 10 years. 24. AMC offer for 5 years after expiry of warranty period to be submitted separately. 25. Proof of supply of similar thick film furnace for Hybrid Micro Circuit manufacturing to be produced along with the quote. 26. Brochure with full technical specs and photographs of the furnace to be provided along with the quote 27. Compliance statement to be provided.

HAL  
Hindustan Aeronautics Limited  
Gurgaon  
Haryana  
India

Annexure - II

Format of Bank Guarantee towards Earnest Money Deposit (EMD)

1. In consideration of the HIDUSTAN AERONAUTICS LIMITED \_\_\_\_\_ Division (hereinafter called as "HAL") on the first part and M/s \_\_\_\_\_ of \_\_\_\_\_ (hereinafter referred to as "Bidder") on the Second part, having agreed to accept the Earnest Money Deposit of Rs \_\_\_\_\_ (Rupees \_\_\_\_\_) in the form of Bank Guarantee for the Request for Proposal for procurement of \_\_\_\_\_

2. We \_\_\_\_\_ (Name of the Bank), (hereinafter referred to as the "Bank"), do hereby undertake to pay to HAL on demand within 3 (three) working days without any demur and without seeking any reasons whatsoever, an amount not exceeding \_\_\_\_\_ (Rupees \_\_\_\_\_) and the guarantee will remain valid upto a period \_\_\_\_\_. It will, however, be open to HAL to return the Guarantee earlier than this period to the Bidder(s), in case the Bidder (s) does not/do not qualify for the negotiation by the Price Negotiation Committee (PNC) as constituted by HAL.

3. In the event of the Bidder withdrawing the tender before the completion of the stages prior to the Price negotiations or during the Price negotiation or during validity of offer, as the case may be, the Guarantee deposited by the Bidder stands forfeited to HAL. We also undertake not to revoke this guarantee during this period except with the previous consent of HAL in writing and we further agree that our liability under the Guarantee shall not be discharged by any variation in the term of the said tender and we shall be deemed to have agreed to any such variation. No interest shall be payable by HAL to the Bidder (s) on the guarantee for the period of its currency.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2014

For the Bank of \_\_\_\_\_  
(Agent /Manager)

## FORMAT OF PERFORMANCE BANK GUARANTEE

1. HINDUSTAN AERONAUTICS LTD. \_\_\_\_\_ Division (hereinafter called as "HAL") have entered into Agreement/Contract/Order \_\_\_\_\_ (hereinafter called "the said Agreement/ the said Contract/ the said Order"), with \_\_\_\_\_ (hereinafter called "the said Contractor / Supplier(s)"), for \_\_\_\_\_ (indicate the scope of supply).
2. Where as under the terms of the said Agreement/ Contract/ Order, the contractor/ Supplier is required to furnish a Performance Bank Guarantee for \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) \_\_\_\_\_ (Only) towards the due fulfillment of the terms and conditions during the agreed time period or extension thereof, and also satisfactory performance of the items supplied to HAL during warranty period as per the warranty terms stipulated in the Agreement/ Contract/Order.
3. Accordingly We \_\_\_\_\_ (hereinafter referred (indicate the name of the bank) to as "the Bank") at the request of \_\_\_\_\_ [Contractor/supplier(s)] do hereby undertake to pay to HAL an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) on the failure of Contractor/Supplier in performance of their obligations as per the terms and conditions of the Agreement/Contract/Order including the satisfactory performance of the item during warranty period as per the warranty terms stipulated in the Agreement/ Contract/Order.
4. We \_\_\_\_\_ (indicate the name of the bank) do hereby unreservedly, irrevocably undertake to pay the amounts due and payable under this guarantee without any demur, merely on demand from HAL within 10 days of such demand stating that the amount claimed is due by way of non performance / unsatisfactory performance by the contractor with respect to the terms and conditions of the Agreement / Contract/ Order including failure in satisfactory performance of the items supplied / services rendered under the warranty terms stipulated in the Agreement/ Contract / Order. Any such demand made on the bank shall be conclusive as regards the amount due and payable by the Bank under this guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency).
5. We undertake to pay to HAL an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) so demanded notwithstanding any dispute or disputes raised by the contractor(s)/supplier(s) in any suit or proceeding pending before any Court or Tribunal relating thereto our liability under this guarantee being absolute and unequivocal.
6. We, \_\_\_\_\_ (indicate the name of bank) further agree that the guarantee herein contained shall remain in full force and effect, during the period that would be taken for the performance of the said Agreement/Contract / Order and that it shall continue to be enforceable till all the dues of



HAL under or by virtue of the said Agreement / Contract/Order have been fully paid and its claims satisfied or discharged or till HAL certifies that the terms and conditions of the said Agreement/Contract/Order have been fully and properly carried out by the said Contractor/supplier(s) and accordingly discharges this guarantee.

7. We \_\_\_\_\_ (indicate the name of bank) further agree with HAL that HAL shall have the fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said Agreement or to extend time of performance by the said contractor/Supplier(s) from time to time or to postpone for any time or from time to time any of the powers exercisable by HAL against the said contractor/Supplier(s) and to forbear or enforce any of the terms and conditions relating to the said Agreement/Contract/Order and we shall not be relieved from our liability by reason of any such variation, or extension being granted to the said Contractor/Supplier(s) or for any forbearance, act or omission on the part of HAL or any indulgence by HAL to the said Contractor/Supplier(s) or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have effect of so relieving us.
8. We \_\_\_\_\_ (indicate the name of bank) hereby undertake not to revoke this guarantee during its currency except with the previous consent of HAL in writing and agree that any change in the constitution of the said contractor(s)/Supplier(s) or the said Bank shall not discharge the Bank of its liability under this deed.
9. The validity of Bank Guarantee shall be up to \_\_\_\_\_ (dd/mm/yy) and such date shall cover the period of warranty of all the supplies and also the period of defect liability/warranty period for last batch of supplies. The validity of Bank Guarantee will be for a period up to which the contractor is obliged for due performance of the said Agreement/Contract/Order including the warranty period.
10. This Bank Guarantee shall be governed by and constitute in accordance with Indian Law and shall be subject to exclusive Jurisdiction of Indian Courts.
11. Dated the \_\_\_\_\_ day of \_\_\_\_\_ for \_\_\_\_\_ (indicate the name of the Bank)

ANNEXURE - IV

Format of Bank Guarantee for Security Deposit

1. In consideration of the HINDUSTAN AERONAUTICS LTD. \_\_\_\_\_ Division (hereinafter called as "HAL") having agreed to exempt \_\_\_\_\_ [hereinafter called "the said Contractor/Supplier(s)"] from the demand, under Agreement/Contract/Order No. \_\_\_\_\_ dated \_\_\_\_\_ (hereinafter called "the said Agreement" said Contract/ said Order), made between \_\_\_\_\_ and \_\_\_\_\_ for \_\_\_\_\_ (indicate the scope of supply) of security deposit for the due fulfillment by the said Contractor/Supplier(s) of the terms and conditions contained in the said Agreement/ Contract/ Order, on production of a bank Guarantee for \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) ( , Only), We, \_\_\_\_\_, (hereinafter referred (indicate the name of the bank) to as "the Bank") at the request of \_\_\_\_\_ [contractor/supplier(s)] do hereby undertake to pay to HAL an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) against any loss or damage, (costs) charges and expenses, claims caused to/suffered or would be caused to suffered by HAL by reason of any breach by the said Contractor/supplier(s) of any of the terms or conditions contained in the said Agreement/ Contract/ Order.
2. We \_\_\_\_\_ (indicate the name of the bank) do hereby unreservedly, irrevocably undertake to pay the amounts due and payable under this guarantee without any demur, merely on demand from HAL within fifteen (15) days of such demand stating that the amount claimed is due by way of loss or damage caused to or would be caused to or suffered by HAL by reason of breach by the said contractor(s)/supplier of any of the terms or conditions contained in the said Agreement./Contract/Order or by reason of the contractor(s) failure to perform the said Agreement/ Contract/ Order. Any such demand made on the bank shall be conclusive as regards the amount due and payable by the Bank under this guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency)
3. We undertake to pay to HAL an amount not exceeding \_\_\_\_\_ (indicate the amount in Rs / Foreign Currency) so demanded notwithstanding any dispute or disputes raised by the contractor(s)/supplier(s) in any suit or proceeding pending before any Court or Tribunal relating thereto, Our liability under this guarantee being absolute and unequivocal.
4. We \_\_\_\_\_ (indicate the name of bank) further agree with HAL that HAL shall have the fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said Agreement/ Contract/ Order or to extend time of performance by the said contractor/supplier(s) from time to time or to postpone for any time or from time to time any of the powers exercisable by HAL against the said Contractor(s)/supplier and to forbear or enforce any of the terms and conditions relating to the said agreement/contact/order and we shall not be relieved from our liability by reason of any such variation, or extension being granted to the said Contractor/supplier(s) or for any forbearance, act or omission on the part of HAL or any indulgence by HAL to the said

Contractor/supplier(s) or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have effect of so relieving us.

5. We \_\_\_\_\_ (indicate the name of bank) hereby undertake not to revoke this guarantee during its currency except with the previous consent of HAL in writing and agree that any change in the constitution of the said contractor(s)/Supplier(s) or Bank shall not discharge the Bank of its liability under this deed.
6. The validity of Bank Guarantee shall be up to \_\_\_\_\_ (dd/mm/yy) and such date shall be 60 days after the last delivery/Services against the contract. The Bank Guarantee shall continue to be enforceable till all the dues of HAL under or by virtue of the said Agreement/contact/order have been fully paid and its claims satisfied or discharged or till HAL certifies that the terms and conditions of the said Agreement/contact/order have been fully and properly carried out by the said contractor(s)/supplier and accordingly discharges this guarantee.
7. This Bank Guarantee shall be governed by and constitute in accordance with Indian Law and shall be subject to exclusive Jurisdiction of Indian Courts.
8. Dated the \_\_\_\_\_ day of \_\_\_\_\_ for \_\_\_\_\_ (indicate the name of the Bank)