

Sub : Supply of FRP (12 Nos.) & INSPECTION VIP (04 Nos.) Boats on NW-1 under JMVP-II (Arth Ganga)

IFB No. : IN-IWAI-228578-GO-RFB

Tender ID : 2021_JMVP_650771_1 & 2

Sr. No.	Section No. Clause, Sub Clause No. and Page No. of Tender	Tender Clause Description	Query / Suggestion / Clarification sought	IWAI's Response
A	SECTION III. EVALUATION AND QUALIFICATION CRITERIA			
1.	<p>b) Experience and Technical Capacity: Page No.47 1.1 Qualification Criteria (ITB 32.1)</p>	<p>“QUOTE A. If the Bidder is a manufacturer: a) Financial Capability The Bidder shall furnish documentary evidence that it meets the financial requirements of (40, 60, 80)%. b) Experience and Technical Capacity: The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s) during the last 07 years: Similar works means supply of motorized FRP Boats of minimum 05 Knots speed during the last 07 years. (c The Bidder shall furnish documentary evidence to demonstrate that the Goods it offers meet the following usage requirement: As stated in the Technical Specifications / Schedule of Requirements. (d The Bidder must furnish details of supplies made by him in the last seven years in proforma attached in Section IV.</p>	<p>UNQUOTE” We submit our manufacturing status as mentioned below and opine that the same will suffice the intent of above mentioned criteria which has been stated to ensure competent, capable and reliable manufacturers with sound financial capability participate in the tender. We are in process of manufacturing India's largest size FRP Boat (30.10 m x 08.00 m) vide work order number 1587777 dated 30th May 2019 and having contract value USD 1256000.00 (INR 9.47 Cr) for the Ministry of Environment for the Government Republic of Maldives. This vessel has completed 100% Hull completion and is in the stage of major machinery installation. The total value of work completed is INR USD 628000 (INR 4.73 Cr) which is more than the requirement of your eligibility criteria and hence our participation for both schedules (LOT 1 & LOT 2) should be permitted and considered in compliance to the tender qualification criteria. In addition to above we have delivered Yard 130 which is a (09.15 m X 02.50 m) 10 Pax boat built for Kerala Maritime</p>	<p>No change, tender condition prevails.</p>

			<p>Board wide work order number C1-4964/19 dated 10th Feb 2021.</p> <p>We have a comprehensive climate control facility in which FRP Boats are manufactured to achieve high quality boats meeting International Standards and the same facility has a IRS works approval.</p> <p>We assure your good office of having all manufacturing process and practices in line with the rule requirements and requisite infrastructure with strong financial background to undertake this project.</p>	
2.	(a) Qualification criteria- Page 47, under	Technical and experience capacity	Please clarify if we can submit order copies of 1 particular department in 1 financial year to meet the qualification criteria (2-3 orders) with work completion certificate.	No change, tender condition prevails.
3.			Also, we would request to increase the time period from 7 to 10 years for documentary evidence. This is being requested due to the covid situation which has resulted in severe slowdown and procurement of business during the last 2 years.	No change, tender condition prevails.
4.	Page No.47 1.1 Qualification Criteria (ITB 32.1) Clause A-b	Similar works means supply of motorized FRP Boats of minimum 05 Knots speed during the last 07 years.	Design, Construction and Supply of IRS Approved FRP/Steel boats of same size and capacity during the last 08 years. As it is known to everyone due to the pandemic the overall business for past 2 years is very low so it's a request for change in the tender terms.	Clause may be reworded as "Design, Construction and Supply of IRS Approved FRP boats having minimum speed of 5 knots during the last 07 years".
B	SECTION IV. BIDDING FORMS			
5.	Please refer to page 65	Declaration for claiming Tax/Duty Exemption	please clarify whether a duty exemption certificate will be provided for OBMs which will be imported.	No change, tender condition prevails.
C	SECTION VII. SCHEDULE OF REQUIREMENTS			
6.	Please refer to page 72, section VII	Propulsion is mentioned as 40 HP 4 stroke Suzuki/ Honda.	We would request to add Mercury/yamaha brands as they are the leading Brands with much better after-sale and service support and spare parts availability.	The OBM fitted on FRP boats shall be from Suzuki/Honda/Mercury. The supplied OBM make must have their Authorised Service Centres in India. The bidder shall

				submit OBM import time and Spare part list in bid for ready stock/availability.
7.		Inspection - It is mentioned on site IRS tested and inspection.	We understand on-site means at Yard site please clarify.	Term-"On-Site" may be read as Shipyard/Manufacturing place of Boat.
8.			Dimensions mentioned have no tolerance we would request you to kindly provide us minimum +/- 5% tolerance. This is a standard practice in all government tenders this facilitates quality participation of genuine suppliers with competitive prices. It is also worth mentioning every manufacturer's dimension will differ. Please find attached the Assam State Disaster Management Authority Tender and a screenshot from page 24 of that tender with a clearly mentioned tolerance of 10%. Also, find attached the tender from Kerala Maritime Board, and the technical specification page with dimensions are given as an approximate.	Tolerance for ($\pm 5\%$) shall be allowed in dimensions.
9.	A) FRP Survey Boat, II, Construction, Page 72,	II) Construction, Hull form to be V bottom, Stepped Planning Hull for excellent stability Features.	Hull form should be Flat Bottom, Planning Hull, for better stability and performance. V shaped Hulls are more suitable for Coastal operations.	Tender clause for Section-VII in construction shall be read as: Hull form to be V shaped Stepped Planning Hull with aft flat bottom for excellent stability features.
10.	A) FRP Survey Boat, Page 72	OBM Make Suzuki, Honda	Add Mercury Outboards, which is one of largest selling brands worldwide with Service and Sales available in India.	Refer reply at serial-6
11.	Section VII Schedule of Requirement	Dimensions	Request to allow some tolerance in the dimension	Tolerance for ($\pm 5\%$) shall be allowed in dimensions.
12.	A) FRP Survey Boat, Page 72	OBM Make-Suzuki, Honda is indicated	Mercury shall also be added with Suzuki/Honda make OBM. Along with OBM import time and spare parts list with price shall be asked with the bid.	Refer reply at serial-6
13.	Section VII Schedule of Requirement, Page 72	Construction	Request to add Isophthalic Resin for Hull, as this is a good quality product and widely used in FRP Products, which gives more strength.	IRS Class approved isophthalic resin must be used.

14.	List of Goods and Delivery Schedule Page No 78	It is mentioned 4-6 months.	Since these boats are to be fitted with outboard motors normal import time for outboard motors is 5-6 months, we would therefore request that this may be extended up to 6-8 months.	The delivery schedule of the boats shall be as follows: Latest Delivery = 8 Months. Delivery schedules for all boats shall be submitted with their bids.
15.	List Of Goods And Delivery Schedule, Page 78	Earliest Delivery Date = 4 Months Latest Delivery Date = 6 Months	Request to change the dates as below: Earliest Delivery Date = 8 Months Latest Delivery Date = 10 Months as nowadays nothing is predictable due to the pandemic.	The delivery schedule of the boats shall be as follows: Latest Delivery = 8 Months. Delivery schedules for all boats shall be submitted with their bids.
C	SECTION VII. General Conditions of Contract			
16.	GCC 16.1, Page No. 115	Payment shall be made in Indian Rupees in the following manner: (i) Advance Payment: Ten (10) % of the total contract price shall be paid within thirty (30) days of signing of Contract and upon submission of claim / against a simple receipt and a bank guarantee for the equivalent amount valid until the goods are delivered and in the form provided in the bidding documents or another form acceptable to the Purchaser. (ii) On Delivery: Eighty (80)% of the contract price shall be paid on receipt of Goods and upon submission of the documents specified in Clause 13 of SCC; and (iii) On Final Acceptance: the remaining ten (10) % of the Contract Price shall be paid within thirty (30) days after the date of the Acceptance Certificate issued by the Purchaser's representative in the proforma given in Section VII - item 6	Since we are a firm registered under MSME regulations of the Government of India and the items to be supplied are capital intensive and tailor-made, we request you to kindly reconsider the payment terms to a certain extent and kindly accept our following suggestions: <ul style="list-style-type: none"> • 30% Advance payment against submission of Advance Bank Guarantee from any Nationalised Bank. • 40% against Hull & Deck Integration against submission of Advance Bank Guarantee from any Nationalised Bank. • 20% payment within 30 days from the date of supply and installation at F.O.R. Destination. (advance bank guarantees to be returned at this stage) • 10% within 30 days of successful commissioning at F.O.R destination and date of acceptance certification from the concerned authority. Staggered payment terms is also a commonly practiced norm in the shipbuilding industry.	Clause may be read as below: Payment shall be made in Indian Rupees in the following manner: <ul style="list-style-type: none"> • 20% Advance payment against submission of Advance Bank Guarantee from any Nationalised Bank. • 30% against Hull & Deck Integration against submission of Advance Bank Guarantee from any Nationalised Bank. • 20% payment on supply and installation at F.O.R. Destination. (Advance bank guarantees to be returned at this stage) • 30% on successful commissioning at F.O.R destination and date of acceptance certification from the concerned authority.

