

**Pre-Bid Conference for
Hiring of Helicopter - to carry out low altitude Heliborne Geophysical Surveys
against Tender No. 55(3)2018-Pur/T-38 Dated 26/09/2018**

Consequent upon Pre-Bid Conference held on 08/10/2018, the following documents are attached.

1. Minutes of Pre-Bid conference and clarifications issued during the Pre-Bid Conference.
(Annexure-I)
2. Attendance sheet of the firms attended the Pre-Bid Conference. (Annexure-II)

- Controller of Stores & Purchase

Minutes of Pre-Bid Conference
held on 08/10/2018 at 10.30 a.m at CSIR-NGRI, Hyderabad
to give clarifications for issues raised by firms against

Tender No.55(3)2018-Pur/T-38 Dated 26/09/2018
For Hiring of Helicopter - to carry out low altitude Heliborne Geophysical Surveys

The following attended the conference.

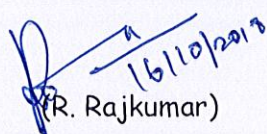
From Technical & Purchase Committee

Dr. HVS Satyanarayana, Ch. Sct.,	- Chairman
Dr. A.S. Chawla, SO-H, AMD	- External Expert
Sri. R. Rajkumar, Sr. Sct.,	~~Att~~ -I.O. Member
Dr. M. Rammohan, Pr. Sct.,	- Member
Mrs. P. Rajyalakshmi, F.A.O.	- Member
Sri. S.S. Choudhary, S.P.O.	- Member
Sri.S.Gnanaprakasam, COSP	- Member - Convener

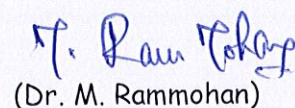
From Firms:

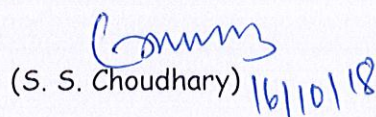
1. M/s. Himalayan Heli Services, New Delhi - Represented by Mr. Harsh Vardhan Sharma
2. M/s. United Helicharters Pvt. Ltd., Mumbai - Represented by Mr. Nimesh Goswami
3. M/s. Global Vectra Helicorp, New Delhi - Represented by Mr. Ritish Sood
4. M/s. Heritage Aviation Pvt. Ltd., New Delhi - Represented by Mr. Sulabh Khaira
5. M/s. Aryan Aviation Pvt. Ltd., Gurugram - Represented by Ms. Rekha Kumar
6. M/s. Thumbby Aviation Pvt. Ltd., Trivandrum - Represented by Mr. Govind Nair
7. M/s. Pawan Hans Ltd., Noida - Represented by M/s. Gyan Prakash

The TPC had gone through the clarifications sought by the firms vide their emails and letters submitted on 08/10/2018.. The TPC has given the clarifications to the points raised by the firms after detailed discussions and examination. The points raised and clarification given are stated in Annexure.

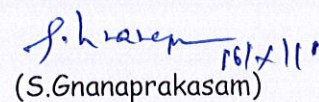

(R. Rajkumar)

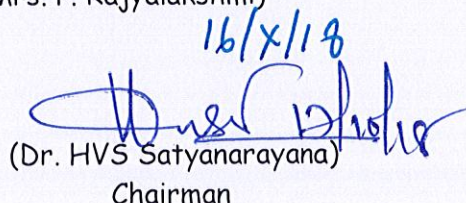
(Dr. A.S. Chawla)


(Dr. M. Rammohan)


(S. S. Choudhary)


(Mrs. P. Rajyalakshmi)


(S. Gnanaprakasam)


(Dr. HVS Satyanarayana)
Chairman

TPC recommendation

Pre-Bid Conference

Tender No. No. 55(3)2018-Pur/T-38 dated September 26, 2018
for Hiring of Helicopter to carry out
Heliborne Geophysical Surveys .

REPLIES TO CLARIFICATION SOUGHT & FURTHER MODIFICATIONS

S.No.	Clause No.	Clarification Sought	NGRI's response
1. M/s. Himalayan Heli Services Pvt Ltd, New Delhi			
1	Page No.2 Serial No.1	On the page no 2 of the Tender document under serial No.1 Description of the service have been provided have been clarified. The name of the area where the low altitude Heliborne Geophysical survey is to be conducted is Not mentioned. Further on page No. 6 and 7 Under Instruction to Bidder, you have categorically explained to the prospective bidders, the importance of site visit and to understand the local condition and to seek information from the local administration. The name of the area has not been mentioned here either.	Refer Page No:2 Every year area that has to be surveyed will be cleared by Ministry of Defence and intimated accordingly. Broad proposed survey areas are : Parts of MP, UP, Chhattisgarh, Odisha and Jharkhand States.
2	Page No.18	Mobilization and demobilization need to be mentioned as finishing and starting from Nagpur. Operators base has not been asked. Delhi must required to mention its Base.	Refer Page no:13 Mobilization and demobilization means that Mobilization cost includes expense from Bidders base to Delhi or Nagpur Airport when survey starts. Demobilization cost includes expense from Nagpur to bidders heli base. Hence Mobilization charges to be quoted separately upto Delhi and Nagpur. Both charges will be taken into account for evaluation. However payment will be made as per actual place of mobilization. BOQ is also modified accordingly.
3	Page No.13	There is description daily Rental charges and on page 18 Under shifting between blocks it is clearly mentioned that flights for Shifting between blocks per day rental	Refer Page No: 18 It was clearly mentioned that during the shifting between the blocks during the survey, rental will not be paid but

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		charges will not be paid. in the same para, it has been mentioned that only standing charges along with TA/DA will be paid for shifting between blocks. Under the commercial, there is no description of standing charges. Kindly define standing charges and explain why will No flying charges be paid when the helicopter has flown. Or You can include block shifting under Mob demob.	Standing charges along with TA/DA for crew and actual flying hour charges will be paid. Refer Page No: 25 – SI.No :22 However, Standing charges is modified as under: - Standing charges: CSIR-NGRI shall pay standing charges for actual days utilised for equipment installation, testing, MOD/DGCA inspection, un-installation etc., during the period of contract and on occasions as per requirement. Each standing day shall be paid @ 50% of fixed day charges Instruments are to be fitted and standing days will be counted from the day of instrument fitment starts. However if DGCA does not approve the same and fitment is to be done at firm's facilities, the standing days will start from the day of instrument fitment starts at that place. Date of hiring starts from the date of first flight after the fitment of instruments at any helibase. The rental charges & TA/DA shall not be payable during the installation period or taken for maintenance of Helicopter. Standing days shall be excluded from hiring period.
2. M/s.CN Technologies (India)			
1	Page No.12 Point No.6	All Helicopters offered should be on the NSOP of the bidder. The copy of Certificate of Registration, Certification of Air Worthiness and insurance to cover the survey period should be submitted along with the bid. Please clarify that the bidder should have NSOP at the time of bidding or it has to be supplied at the time of mobilization. We request you that NSOP submission may be allowed at the time of mobilization, as it will help experienced international companies to participate and it will enable you to have a competitive bidding against	Refer Page No:12 of BEC Bid evaluation Criteria under technical point No:1 it is mentioned that NSOP should be submitted along with the bid. As such NSOP has to be submitted along with the bid, which is mandatory to get necessary permissions from MOD/DGCA which takes about 3 months.

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S.No.	Clause No.	Clarification Sought	NGRI's response
3. M/s. Heritage Aviation Pvt Ltd			
1	BEC- Point No. 7 The bidder should have his own Helicopter Maintenance approval on-type and maintenance crew.	This is not required as outsourcing is as per rule. Required to reconsider as more people will participate.	BEC is revised as follows: The bidder should have his own Helicopter Maintenance approval on-type AS350B3 helicopter approved by DGCA and maintenance crew or Should have Maintenance agreement between the Maintenance Company approved by DGCA for type AS350B3 helicopter and the bidder. The agreement copy should be enclosed along with Bid for evaluation. CSIR-NGRI may have a previsit to the Maintenance company, if required.
2	BEC Point No. 8 The bidder as a Company (or) registered partnership firm (or) concern should have experience of 1200 hours of low altitude under-slung Airborne Geophysical Surveys for CSIR / Government / PSU.	This kind of job is new and very few operator is having required experience. Crew experience should be considered for number of hours and organization exp should not be criteria.	Refer Page No:12, Point 8 Now the BEC is revised as follows: - The bidder as a Company (or) registered partnership firm (or) concern should have 1200 hours low altitude underslung operations for CSIR/Government/PSU or any other agencies.
4. M/s. Aryan Aviation Pvt Ltd., Gurugram			
1	Page 8 Para 7 (e)	Most common govt tender exempts MSME from EMD. We do not see concession to MSME. It is recommended that the same should be exempted from deposit of EMD.	Firms registered with MSME are exempted from submission of EMD provided such registration includes the services offered by them. For claiming exemption against MSME registration, the bidder has to submit certified copy of valid registration details indicating the tendered service along with monetary limits for placement of order.
2	BEC Point No: 2 Page 12 The bidder should have minimum 2 AS350B3 Helicopters. List of helicopters (Owned /	It is not understood that why a specific type of machine has been required. Any machine which can do your job	VTEM Plus system's STC (Supplementary type Certificate) is for AS350B3 helicopter only as recommended by the manufacturer M/s Geotech.

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	Hired) to be submitted. Only those helicopters (COR) offered in the technical bid are allowed to fly for survey operations and provide 1 helicopter for survey operation	should be acceptable, like Bell407. Nominating specific machine amounts to unfair business practice and favoring a specific manufacturer.	Refer Page No:12 under Airbus Helicopter Serial No:5 http://dgca.nic.in/type_acceptance/Supplemental%20Type%20certificate.pdf As such no other helicopter is acceptable.
3	BEC Point No:8 The bidder as a Company (or) registered partnership firm (or) concern should have experience of 1200 hours of low altitude under-slung Airborne Geophysical Surveys for CSIR / Government / PSU.	It is not understood the reason and the basis on which the experience criteria has been set. All helicopters pilots have been trained for under slung operations.	Refer Page 12 Point No:8 Now the BEC is revised as follows: - The bidder as a Company (or) registered partnership firm (or) concern should have 1200 hours low altitude underslung operations for CSIR/Government/PSU or any other agencies.
4	Page 9 Para No. 10	It has been observed from other govt tenders that required performance guarantee is 5% whereas you have asked for 10%. It is requested to reduce it to 5%.	As per our standard procedure, Performance Guarantee has to be submitted for 10 (Ten) % only. Further GFR 2017 (Rule 171) does not state that Performance Guarantee has to be submitted for 5 (Five) % only.
5		Tender specifies AS 350B3. This is very unusual to specify make and model. We owe two Bell-407 helicopters and would like to participate in the tendering process. The technical capabilities of helicopter should be mentioned and we should be allowed to participate in the tender with Bell-407 helicopters. We also hereby undertaken that we will take all the STCs approval from DGCA with stipulated time frame and the commencement of work will not be delayed because of this.	The Bell 407 Helicopter is not acceptable as VTEM Plus system – which will be used by us for data acquisition - STC (Supplementary type Certificate) is for AS350B3 helicopter only as recommended by the manufacturer M/s Geotech. Further STC can be taken only by the Original Equipment Manufacturer and not by any other agency.

5. M/s. Pawan Hans Limited			
1	BEC Point No:8 The bidder as a Company (or) registered partnership firm (or) concern should have experience of 1200 hours of low altitude under-slung Airborne Geophysical Surveys for CSIR / Government / PSU.	Bidder's experience of 1200 hrs of low altitude under-slung airborne geophysical survey may be relaxed and bidder's experience in any similar survey to be considered.	Refer Page No:12 Point No:8 Now the BEC is revised as follows: - The bidder as a Company (or) registered partnership firm (or) concern should have 1200 hours low altitude underslung operations for CSIR/Government/PSU or any other agencies.
	Scope of Work Page No:15 The helicopter Company should have prior understanding of airborne geophysical operations consisting of VTEM/VTEM Plus, Magnetometer, SPECTROMETER and GPS based navigation.	<u>Clause-E Scope of Work -2</u> Helicopter company prior exp in aerial survey may be considered in place of specific experience in equipment. <u>Mobilization Period</u> For heliborne participation and allowing all potential bidding, it should be relaxed to minimum 90 days. <u>Date of Bid Submission</u> To be extended for at least 30 days form allocating of pre bid meeting minutes. Same issues raised vide their letter No.PHL/CO/Mkt/4756 dated 9.10.2018	CSIR-NGRI only stated that prior understanding of airborne geophysical survey equipment's. It is merely understanding for company. Permissions from MOD/DGCA takes about 3 months from the date of issue of Contract. After notification receipt of permissions by NGRI, within 15 days mobilization to be completed. Response given below:
6. M/s. Tumby Aviation Pvt. Ltd.			
1	BEC Point No. 6 Helicopter Company's representative shall	Can the helicopter be on the AOP of partner	Refer Page No:12 and Point 6 The AOP can be a foreign as the lead partner. However, the induction of

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	obtain required permissions for landing/ parking/ refueling/ take-off at temporary helibases from local Government Authorities. CSIR-NGRI shall render all necessary information and assistance for obtaining the required permissions.	company which is not registered in India? Can the AOP be foreign; as the lead partner; and then helicopter can be inducted and converted into Indian AOP. More time be provided for mobilization. (120 Days)	helicopter into Indian AOP has to be approved by DGCA, Ministry of Civil Aviation and copy of approval shall be submitted along with the bid. Permissions from MOD/DGCA takes about 3 months from the date of issue of Contract. After notification receipt of permissions by NGRI, within 15 days mobilization to be completed.
	Further the following Bid Evaluation Criteria 9. b is modified	Existing : All Pilots should fulfil the DGCA requirements for underslung operations as per Civil Aviation Requirement, Section I, Series B, Part XIII para 4.2 (a pilot carrying our underslung operation) must have 500 hrs. as Pilot in Command (PIC) on type helicopter or any special approval given by DGCA with VTEM/SKYTEM (or) equivalent loop size & weight, equipment.	Modified as : All Pilots should fulfil the DGCA requirements for underslung operations as per Civil Aviation Requirement, Section 7, Series B, Part XIII para 2.1.2 CLASS B & 4.2 (a pilot carrying our underslung operation) must have 500 hrs. as Pilot in Command (PIC) on type helicopter and any special approval given by DGCA with VTEM/SKYTEM (or) equivalent loop size & weight, equipment.
	Clause 3.1(e) of the tender document is modified:	Existing : "Certificate from bankers stating the bidder did not incur any loss in more than 2 years during the last five years ending March 2018"	Modified as : Bidder to submit profit/loss statement duly certified their Auditors (or) submit Income Tax Return duly acknowledged IT department proving that the bidder did not incur any loss in more than 2 years during the last five years ending March 2018.
	Last date for submission of tender	Existing : 22.10.2018 – 3.30 p.m	Extended to: 30.10.2018 – 3.30 p.m Bid security to be submitted accordingly.
	Opening of tenders	Existing: 23.10.2018 – 3.30 p.m	Changed to: 31.10.2018 – 3.30 p.m
			ALL OTHER BID EVALUATION CRITERIA, TENDER TERMS AND CONDITIONS REMAIN UNCHANGED.

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P. Ram
16/10/18



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UPPAL ROAD, HYDERABAD-500 007, Telangana, INDIA

ATTENDANCE SHEET

Pre-Bid Conference for
Hiring of Helicopter - to carry out low altitude Heliborne Geophysical Surveys
against Tender No. 55(3)2018-Pur/T-38 Dated 26/09/2018

The following Representatives have attended for the Pre-bid Conference held on
08/10/2018 - 10.30 a.m. at CSIR-NGRI, Uppal Road, Hyderabad.

Sl. No.	Company Name & Address	Representative's Name, Designation & Contact Telephone No. with e-mail	Signature of the Representative who attended pre-bid
1.	Himalayan Heli Services 7, L.S.C. Madangir New Delhi-110062	Harsh Vardhan Sharma Director 9810026003	
2.	United Helicharters Hargate-2, Vile Parle - Mumbai	Nikesh Grewal 9821455020 nikesh@uhpl.in	
3	GLOBAL HELICOPTER A-54, KAILASH COLONY New DELHI-48	RATISH SODI Dy - MD 9818644516	
4	HERITAGE AVIATION SU-24, BHIKAJI CAMA BHAWAN, NEW DELHI	Sulabh Khaira. V.P. - Sales. 9833907291 sulabh@heritageaviations.in	
5	Aryan Aviation Unit-402, ABW Tower, IFFCO CHOWK, GURULRAM MARGA	Rekha Kumar Dy manager - ops & mgmt 9312555605	
6-	THUMBH AVIATION SRINIHAR, AMBALAMULU, TUM	Govind Nair Director BD 9447777110	

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