

MINUTES OF THE PRE-BID MEETING FOR THE FULL BRIDGE SHIP SIMULATOR TENDER HELD ON 19 NOVEMBER 2018

Members present

IIT Madras

1. Prof K Murali
2. Dr V Sriram
3. Dr D Kumaran Raju
4. Mr Srinivasa Kannan
5. Mr Sasi Kumar

MARIN

Mr Anildas

ARI Simulation

Mr Siddharth

Venue: NTCPWC, New Academic Complex, 6th Floor

Time: 3:30 – 05:30 PM

1. Prof Murali extended warm welcome to the attendees for the pre-bid meeting and gave a brief introduction about the Full bridge simulator procurement and the eligibility criteria as per the tender documents.
2. It was also mentioned clearly to the bidders, that the collaboration agreement will be signed with the parent company.
3. MARIN enquired about the details of the HVAC requirements and IITM has agreed that all the HVAC and services will be as per the requirements of the bidder and will be in IITM scope. It was also agreed that the bidders will provide the layout designs within 2 weeks of the award. This will enable IITM to complete all the interior works in time.
4. MARIN queried on the mode of approach for the collaborative mode and IITM clarified that the details are already provided under Clause 5.2 which is self-explanatory.
5. MARIN sought for specific clarification on the items to be covered under the Maintenance support for 5 years. It was clarified the details are given under Clause 5 (Scope of Execution) which will be applicable in general, the Hardware and Software maintenance support in particular need to be provided for 5 years from the date of commissioning.
6. MARIN clarified the custom interface required for the integration of hydrodynamic model developed by IITM. IITM responded that the successful bidder needs to provide the technical inputs required for the simulator software in order to incorporate IITM hydrodynamic model.
7. MARIN requested for the Large Wave Tank diagram and IITM agreed to share the drawing.
8. To a clarification it was informed that the successful bidder may choose to have the provision for using their environmental module in the simulator. It is mandatory to have the provision for interfacing IITM in house environmental & hydrodynamic model/model output.

9. MARIN requested for additional time of four weeks for supply, however IITM agreed to consider 2 weeks extra with reference to SCC (Special conditions of contract).
10. The revised tender submission date will be on 27th November 2018 and the presentation by the qualified bidders will be on 30th November 2018. The financial will be also on 30th November 2018.
11. MARIN asked for the list of major ports. List of Major ports are here with listed:
 - a. Chennai Port Trust
 - b. Cochin Port Trust
 - c. Deenadayal Port Trust
 - d. Jawaharlal Nehru Port trust
 - e. Kolkatta Port Trust
 - f. Kamarajar Port Trust
 - g. Mumbai Port Trust
 - h. Marmagoa Port Trust
 - i. New Mangalore Port Trust
 - j. Paradip Port Trust
 - k. Tuticorin Port Trust
 - l. Vishakhapatnam Port Trust

And inland waterways

1. NW1, NW2 and NW3.

The data's for the above will be provided by IITM. The data format is mutually agreeable between IITM and bidder.

12. Implementation Schedule: The provision in Clause 1 of the Specific Condition of the Contract shall prevail and supersede other clauses wherever they are in variance.
13. To a clarification on the type of projection that of the Full Bridge simulator. It is left to the bidder to suggest.
14. To a specific clarification regarding identification of the preferred 50 ships referred to under Clause 5.1.3. The bidders were advised to follow the standard ships plying internationally with the prior approval of the IITM.
15. ARI queried if any design available for towing tank. IITM stated that there is no design currently available.
16. To a specific query on cost involved for future Changes/Modifications on the port layout already supplied under S&D2. IITM responded to provide manpower cost for incorporating the Changes/Modification on the port layout.
17. To a specific clarification on Clause 5.1.1f. This need to be read as "In this scenario the simulator software shall be capable of receiving all mathematical data including precalculated values related to the position and orientation updates from the IITM module when running in integrated mode".
18. The specific condition of contract intends a three cover system. The general conditions of the contract are the standard IITM documents. Hence, the SCC prevails. The bidders may submit the bids in following manner.
 - a. 1st cover – Eligibility\Qualification of the bidder with all the necessary document evidence enclosed
 - b. 2nd cover – Technical proposal of the bidder
 - c. 3rd cover – Financial proposal
19. Capex cost includes S&D1, S&D2, S&D3, S&D5, I&H3, I&H4,DIS, Manpower Training (min. 3 personnel), installation and commissioning, de-commissioning and re-installation costs.

20. Form II, Sample Financial bid, the third column is deleted.
21. Some of the items are missed in Fig.1, during alignment. This is given below.
22. 5.2 d) Deleted: This does not include the layout creations, exercise area, ship model and executions.
23. IITM has informed that it has also received queries from TRANSAS by email and the contents were briefly discussed.

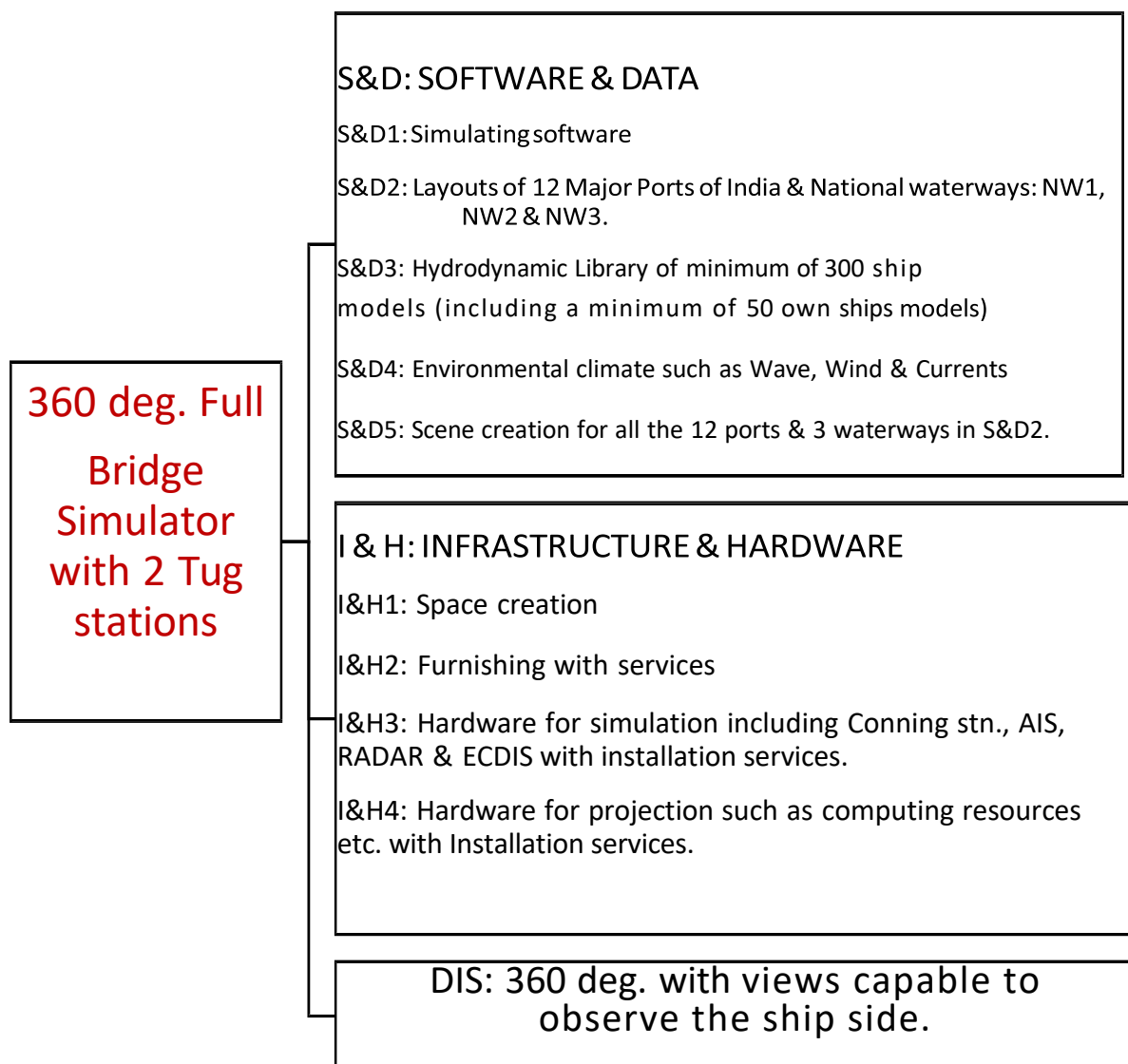


Fig.1. Layout of Bridge and Project Components.

21. Clarification to queries of TRANSAS:

Bid submission date at least 14 days extension from the release of the bid.

Refer to relevant point above.

A.	Open Tender		Comments	ITM Response
I	Schedule			
	12	On-site installation		
		A	Infrastructure readiness e.g. Room Partition, Power & LAN arrangements should be considered separately in deployment / installation of simulator.	Refer to relevant point above.
B.	Tender Specification			
I.	Important information			
		a.	Installation should be completed within 6 weeks. HVAC, Electrical and Network Services should be verified. Electrical and Networks will be re-design as per Wartsila Specifications.	Refer to relevant point above.
IV.	Qualification of Bidders: The bidders should have			
	4.3	a.	Elaborate Inland crafts types.	The models should be relevant (tug and inland craft models such as conventional tugs, ASD tugs, Tractor Tugs, River Tugs, self-propelled bulk and tanker barges, towed barges) that meet the objectives and goals of the Indian major ports and Inland Waterways requirements.

		b.	Type and make of Tug simulator and VTMS simulator to be integrated with FMBS. Is customer asking for VTMS simulator also.	The VTMS is not a deliverable. However, this is an eligibility criteria to know the capability of the bidder, in order to incorporate it in future as the need arises.
5.1		a.	Elaborate requirement of Tug Simulator / type of tug models required.	Refer to relevant point above.
		d.	Provide list of Major ports and waterways required to supply/ develop area database.	Refer to relevant point above.
		c.	Type of visual system required e.g. LED TV or Projector to be used.	Refer to relevant point above.
		d.	Do we need to supply bridge wings, if yes, location of bridge displays (inside/outside bridge mock-ups).	Outside bridge mock-ups
5.1.a			Barge will not have it's own controls.	Yes.
5.1.b			Elaborate emergency situations.	Elaborated already in Clause 5.1.1b
5.1.3		S&D3	Does customer needs model wizard station for development of new ship, area or adjustments of existing ship, area.	Refer to relevant point above.
5.1.4		S&D4	The environmental condition is already included in Wartsila software, elaborate exact requirement.	Refer to relevant point above.
5.1.5		S&D5	Do you need model wizard station for development of new ship, area or adjustments of existing ship, area.	Yes required.
5.1.8		I&H4	Is customer looking for debriefing facility.	Yes, it is already mentioned in the tender. There should be parallel streaming in the nearby conference room.
5.2		a.	What will be model of project, is it revenue sharing? Elaborate revenue sharing.	Already available in the tender document.

		b.	Elaborate provision of necessary manpower for bridge operation, I understand operators should be from IITM only.	Yes
		c.	Who will do layout creation, exercise area, ship model and executions if model wizard station will be provided.	IITM will carry out upon proper training by the successful bidder.
		e.	Elaborate collaborative mode for new modules.	Already available in the tender document.
VII	Other condition			
	7.1	What is the role of bidder prioritization on mutual consent.		If there are two or three projects in pipeline to be executed. NTCPCW will prioritize the project based on the time schedule and the need of the projects.

The tender document contains mainly technical information. There are 3 main provision from our Policy which are missing.

1. There is not exclusion of consequential damages.

Exclusion is available.

2. The total Liability under the contract is not capped.

The liability is limited to project value/consultancy.

3. There is not protection of our IP rights.

There will not be any infringement of the existing IP rights already held by the company for their product. The IP that was specified is only holds for any collaborative development made for the new module.

The provisions mentions are as per below:

Provision under open-tender terms & Conditions	Comments	IITM Response
1. IV Price	Please advise how price would be compared for Foreign and Indian bidder.	Exchange rates will be applied on the date of opening of the financial bid

2. VI Delivery	Depending on the price evaluation criteria please consider ExW or CIF(Chennai Airport).	Our terms and conditions remains.
Schedule Important Conditions of the tender		
3. Clause 3 - Performance Security	Since this is a collaborative project how performance security cost would be shared.	The performance security is limited to S&D1 and I&H1- 4.
4. Clause 7 - Compliance or Confirmation report with references to the specifications and other terms and conditions should be obtained from the principal.	Please can you request clarification as to what other terms and conditions are been referred to?	Those are specified in this tender documents.
5. Clause 9 - Delivery Schedule – Liquidated damages (LD)	@1% per week / capped to 10% of value of purchase order. however, the LD should be the only remedy for delay available, and cancelation of the PO cannot be accepted.	Tender conditions prevail.
6. Clause 11 – Payment	There should be Advance payment for undertaking exercise area development work.	No.
7. Clause 12 - On-site Installation	Is 15 or 20 days from the receipt of the items at IITM / the implementation period is also mentioned under the tender specification document as 6 weeks from date of LOA/order? What is the period exactly. (are Operation in agreement with the timings? Kindly note 16-20 weeks would be a reasonable time considering the scope of supply.	Refer to relevant point above.
8. Applicable Law – actually not numbered		
	Contract should be governed by the Law of India – this is not ideal.	Our terms and condition remain.
Under Tender specifications		
1. Clause 5.1 temporary set up	The initial set up will be installed in an interim space provide by the IITM and then subsequently moved to a permanent space. If the warranty is given for the 5 years, that di- installation on temporary premises and installation on the permanent premises should be done by us. If customer was to do it himself that will invalidate the warranty.	Refer to relevant point above.

