

Annex-II : CLARIFICATION TO PRE-BID QUERIES:

Request for Pre-Qualification of suppliers for design, manufacture, supply, installation, testing, commissioning and guaranteeing the performance of cargo / container handling equipment for Shahid Beheshti Port at Chabahar, Islamic Republic of Iran

Sr. No.	Clause No.	Page No.	Query	Clarification
1	1.2	8	Under head equipment for multi purpose berth sr. nos. 3 & 4, the description for 100 ton and 60 ton cranes is mentioned as "Rough Terrain Mobile Harbour Crane". We feel that there is some mix-up while mentioning nomenclature of the cranes. We will like to bring to your kind attention that. In general for operations on berths, the type of crane used are " <u>All Terrain Telescopic Boom Hydraulic Mobile Cranes</u> " We request you to kindly look into it for suitable corrections in the nomenclature as " <u>All Terrain Telescopic Boom Hydraulic Mobile Cranes</u> "	Please refer Annex-I: Amendments. The descriptions have been amended as follows: Equipment for Multi-Purpose Berth Sr No.3 - Crane 100 T (All Terrain Diesel Driven, Hydraulic, Tyre Mounted, Telescopic Crane) Sr No.4 - Crane 60 T (Rough Terrain Diesel Driven, Hydraulic, Tyre Mounted, Telescopic Crane)
2	5.1	9	To extend the clarification/queries submission date to 26th August 2016 (instead of 20th Aug.2016) and last date for submission of tender applications to 20th September 2016 (instead of 13th Sept.2016)	Last date of submission extended to 15th September 2016
3	1.2	8	We understand that the tenderer can choose one or multiple lot to apply. Please clarify	Yes.
4	1.2	8	We are having multiple subsidiaries, is it allowed to apply for different lot with different subsidiary company name?	Yes, as long as they meet the eligibility criteria stipulated in Clause 5 of the RFQ. Each application will be treated on its merits and the credentials of the concerned subsidiary and not that of holding company will be evaluated. However, the holding company and the subsidiary cannot bid for the same lot.
5	1.2	8	If tenderer will apply for multiple lots, then after selected as TSP for that particular lot, is it possible not to participate at the time of bidding process?	Yes
6	1.2	8	We do manufacture the rough terrain crane as well as mobile harbour crane. Kindly give more clarity on Crane 100 T (Rough Terrain Mobile Harbour Crane)	Please refer Annex-I: Amendments
7	2.2	8	We have agents in Iran & branch office in Middle East. As per RFQ we have to provide the post-sales support for the entire life of the equipment. Kindly elaborate the type of support you require.	The support in the form of availability of spares, technical experts as and when required. Please fill up Form-7 attached.
8	3.1	9	Kindly explain the berth / civil construction current status of the port.	About 70-80% of the civil construction work is completed.
9	4.4	9	The bank guarantee for bid security can be acceptable from OEM's	The Bank Guarantee has to be drawn on any scheduled Indian Bank.

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			country or it needs to be transferred to any nationalised scheduled bank in India?	
10	5.2	9	As a Group company many times we have supplied the equipment in the name of our subsidiaries. Can we use the required certificate as per this RFQ, which are in the name of our subsidiaries only?	Yes, along with documentary evidence that these subsidiaries are owned by the tenderer.
11	15/ Annex1	20	RFQ Term: "The Statement of Legal Capacity as per format provided at Annex-V in Appendix-II of the RFQ document, and duly signed, is enclosed. The power of attorney for signing of application and the power of attorney for Lead Member of consortium, as per format provided at Annexures VI and VII of Appendix II respectively of the RFQ, are also enclosed." There are no Appendix II (Annex V, VI, VII) in the RFQ document. Kindly provide or clarify.	It is a typo. Please refer Sr No.10 of Annex-I : Amendments.
12	18 / Annex1	21	We shall provide our net worth in either RMB or USD.	Acceptable.
13	3D / Annex2	22	Please clarify the meaning of " Earmarked place for stay of foreigners"	Please refer Annex-I: Amendments for revised format of Annex-II – Details of Applicant.
14	1.1 / Annex IV	24	Documents as proof for the project carried will be the purchase order; Commissioning certificate/PAC/FAC is acceptable? Please clarify.	Purchase Order and FAC is acceptable.
15	1.3 / Annex IV	24	Kindly explain, "Legal corresponding documents shall be included and attached."	The documents pertaining to incorporation of the Company issued by concerned authority.
16	2.0 / Annex IV	24	Some of our subsidiaries are having the financial reports in Chinese. Can we attach this with the English translated version approved by us only?	Self-translation is not acceptable.
17	4.2 / Annex IV	25	Since We have executed lots of projects, so we suggest to submit the detail for only 2no.s of non-delayed projects . It may not possible to submit the details for all non-delayed projects.	The details of at least 3 non-delayed projects must be submitted.
18	5.0 Part 1 / Annex IV	25	Design experience for similar projects: What are the documents to be provided?	Any one of following documents should be submitted: 1. Local or any international patent about the similar equipment or subsystem design 2. Self-declaration of the crane design and manufacturing projects including name of clients, type of cranes and delivery year

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				<p>3. Any Local or international awards or permission for design of the similar equipment</p> <p>IPGPL has the right to investigate self-declaration information if they find it necessary</p>
19	5.0 Part 4 / Annex IV	20	We shall provide our patent list to prove our creativity & innovation. In case any more documents required kindly explain.	Patents as well as any Local or international awards received.
20	Form 5	33	We understand that We shall fill the form as per our internal training facilities at our factory/HQ. Kindly clarify. What does it mean by "Standards of training"	Training is an integral part of Quality Management System and all Employees need to be trained / up dated in their respective spheres as per prevailing Industry standards.(e.g. ISO 100015 and ISO 7130)
21	6.0 Part 3 / Annex IV	27	Kindly let us know the type of the documents to be provided for "Guarantee Processing"	The bidder shall submit a copy of Performance Bank Guarantee (PBG) released document for at least latest 3 similar projects.
22	7.0 Part 2 / Annex IV	27	What are the documents to be provided to support these clauses?	Please refer Sr No 7 above.
23	7.0, Part-3 & 4 / Annex-IV	28	We understand that these clauses are only applicable in case of big port machinery like STS, RTG, and MHC. In case of the mobile port machinery like Reach stacker, Empty Container Handler & Forklift is a standard product & standard delivery time.	Part 3 & 4 of this clause are applicable for big port machinery like STS, RTG and MHC.
24	Annex-IV , 8.0	28	As per RFQ : The bidder shall present his capability for supply of the equipment according to the relevant form. Equipment is included of laboratory equipment, fabricating and construction equipment, assembly and installation equipment, commissioning equipment, test and inspection equipment and logistic equipment. Documents shall prove that equipment either belong to the bidder or are rented by him. Bidder: We understand that since we have lots of different equipment & machineries with us, so it is acceptable that we will submit a declaration about the ownership or rental. Kindly state whether it is	<p>Self-declaration would be enough and in case of any Contrary to the bidder declaration, the bidder will be rejected.</p> <p>In case of any suspicion on the declared information, IPGPL has the right to ask for a copy of registered ownership document</p>

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			acceptable? or else it may be difficult to provide all the documents related to individual equipment to prove the ownership or rental.	
25			Who will take care of the duty & taxes?	Only the Custom Duty on import of equipment is exempted.
26			In case of award M/s IPGPL will make the payment to the supplier or Iran port authority? Kindly confirm.	IPGPL will make the payment.
27			The currency adopted in this tender will USD or any other currency?	The currency shall be USD.
28			Since this project requires certification from our earlier employer as per the Form-3, so it will take bit longer time to arrange. So requesting the extension of application dates by another 30 days or allows providing the existing performance certificate currently with us as per our customer's format to prove our performance.	Submission dated extended to 15 th September at the same time.
29			Who will take care of the O&M in case of supply?	Not relevant.
30			What is the Delivery lead time will be given to the suppliers?	This will be part of RFP document.
31			Kindly clarify the payment will be through LC /T.T?	This will be part of RFP document.
32			We understand that the restrictions if any for foreigners at Iran Port will be taken care by M/s IPGPL. Kindly clarify.	IPGPL will endeavour give the requisite assistance.
33	Form 1	30	Please check Form 1 : 1)Does the "power" here means the total power of the crane? 2)What does similar project here mean? Can we treat RMG project as the similar project of RTG?	1) The power here means the lifting capacity in case of the cranes, forklifts, reach stackers and empty handlers. In case of tractor-trailers it will be hauling capacity. 2) Similar means essentially the same equipment. Hence, for STS it will be STS, RTG will be RTG etc.
34	5.5.1	10	No Applicant shall submit more than one Application for the Project. As you know we are the manufacturer of STS & RTG and we are interested in these two Lots (Lot 1 & Lot 2). Is it possible for us to participate in both Lots? Should we submit for both Lots together? or separately ?	It means the applicants shall submit a single application against this RFQ. However, they will have to submit separate set of Forms & Documents for each lot. At the stage of RFP, the successful applicants may bid for more than one lot by submitting separate RFP for each lot.
35	3	26	The bidder should prepare one copy of Form 3 for each one of You know we have designed & fabricated more than 700 units of container cranes. It is impossible to ask all our clients to make the Form 3 for each project within such a short period.	The data is required for production in past five years only. The applicant will have to submit at least 5 Forms from different clients duly filled and complete in all respect.

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			Can we just submit a part of them?	
36	5	27	Design experience for similar projects. Could you please kindly to give us more explanations about the information needed for this item?	Please refer Sr No 5 on page 26. More information for ascertaining the in-house design capabilities needs to be submitted including the various design standards, software used during planning, production and construction highlighting innovations, if any.
37	7	28	Bidder's value engineering system. Could you please kindly to give more clarifications about the documents / information needed for this item?	The purpose is to see how efficiently the unnecessary costs are identified and eliminated for optimising the cost of final product. The value engineering system / function analysis documents describing the methodology / proactive followed need to be submitted.
38	5.10.2	12	Those who have purchased the RFQ Please clarify fee payable for the RFQ document.	The RFQ document is free of cost. Please refer Annex-I: Amendments.
39	15	20	Format provided for Annex-V in Appendix-II and Format provided at Annexure-VI & VII of Appendix-II. We couldn't find the relative documents in the RFQ	It is a typo error. Please refer Sr No.10 of Annex-I : Amendments.
40	2.0/ Annex-IV	24	Bidder should answer only one out of five factors. Please clarify this requirement.	Please refer Sr No. 11 of Annex-I: Amendments. The bidder has to submit P/L Account, Balance Sheet & Cash Flow statement for last 5 years.
41	6	27	Production capacity documents to be approved by Govt. Authority. Bidder will provide production capacity details with self-certification as no Govt. body in home country will certify this type of document.	Acceptable.