

RESPONSE TO QUERY: REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF TUNNELING JUMBO WITH ACCESSORIES

S No	Para/Clause No of RFI	RFI Parameter	Query /Clarification Required	Response
M/s Epiroc Mining India Limited				
1.	5 (a)	The solicitation of offers will be as per 'Single Stage - Two Bid System'. It would imply that a 'Request for Proposal (RFP)' would be issued soliciting the technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offer would be at least 18 months from the date of submission of offers.	Current RFI states that commercial offer to be valid till 18 months from date of submission of offer. We wish to inform you that key factors affecting pricing and lead time of these tunnelling machines are changing on regular basis Hence we request your consideration to consider commercial offer validity to 3 months and after that on basis of supplier confirmation.	Validity of commercial offer shall be as per DAP 2020 and amendment thereof.
2.	5 (c)	The equipment of all TEC cleared vendors would be put through a 'Field Evaluation Trial' in India on a 'No Cost No Commitment (NCNC)' basis. A staff evaluation would be carried out by Indian Army Service HQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.	Field Evaluation Trial – We request more clarity on the procedure of Field Evaluation Trial. For example – Does it require vendor to arrange trial unit at any of the IA premises for user trial or the machine can be demonstrated at any existing site in India?	Field Evaluation Trial on No Cost No Commitment basis will be conducted. No demo of equipment will be held. The details of the trials will be based on conditions in the RFP.
3.	10	Criteria for Qualification in Buy Indian (IDDM)/ Buy (Indian)/ Buy & Make (Indian). Vendors are required to understand criteria for qualification in Buy (Indian (IDDM)/ Buy (Indian)/ Buy & Make (Indian) categories as given at Chapter I of DAP 2020. Criteria for 'Indian Vendor' shall be as at Annexure IV to Appendix A of Chapter II, DAP 2020. Towards this, answers to specific questions as at Appendix D shall be filled in detail.	<p><u>Criteria for Evaluation.</u></p> <p>(a) <u>Para 21 of Chapter 1 DAP 2020.</u> Currently it states for BUY (INDIAN) category IC in case of indigenous design $\geq 50\%$, otherwise $\geq 60\%$.</p> <p>(b) <u>Para 22 of Chapter 1 DAP 2020.</u> It states that for niche technology equipment, threshold level of IC of each category can be adjusted from the limits as mentioned in Para 21 depending on authority review. Based on above points, We would request if the IC threshold for BUY (INDIAN) category can be set as at category can be set as at $\geq 50\%$ for</p>	Vendor are requested to provide IC details of their offered equipment

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			both i.e. indigenous design as well as otherwise.	
4.	-	-	Epiroc have machine model available in portfolio that match most of the operational parameters as listed in Appendix C. This model is currently manufactured in Sweden. However, we also have one model indigenously manufactured (Make in India) that can be used for same tunnelling applications but have some deviations with respect to operational parameters as listed in Appendix C. We would request your consideration if we can offer this model (Make in India) also in the RFI mentioning its technical compliance as per Appendix C.	As per Para 9 of RFI, the parameters in Appendix C are operational requirements and are amenable to changes based on capability of the industry. Vendor to respond with details of the equipment, as response to the RFI.