



भारतीय विमानपत्तन प्राधिकरण

Airports Authority of India

(ISO 9001 : 2015)



AAI/TPT/CNS/VCCS/UPS/2020

Dt: 03/02/2021

COMMITTEE REPORT

Sub: Report for Recommendation to accept or reject of the ALQB bid – reg

The Proposal is for SITC of 10KVA online UPS (Qty - 2) for IP based Voice Communication Control System (VCCS)-SITTI at Tirupati. The requirement is as per the directions from CHQ that station has to build the infrastructure including the UPS supply to enable the vendor install the VCCS equipment.

Station had gone for tendering action and it resulted in an ALQB, With reference to e-Office note File No: NM-11016(12)/12/2020-APD-SR-TIRUPATI as per note#48, The financial bids of three technically qualified bidders were opened for "SITC of 2 nos. of UPS in 10KVA Main/ Hot standby configuration with batteries for IP based SITTI VCCS system with 5 years CAMC after 3 years warranty" by the duly constituted committee.

NAME OF THE BIDDER	QUOTED AMOUNT EXCLUSIVE OF GST	TOTAL AMOUNT INCLUSIVE OF GST	REMARKS
M/s BETTER POWER	Rs. 10,10,000/-	Rs.11,91,800/-	L3
M/s PERPETUAL LTD	Rs.5,05,200/-	Rs.5,96,136/-	L2
M/s POWER ONE MICRO SYS	Rs. 4,98,000/-	Rs. 5,87,640/-	L1

As per AAI Procurement of Goods and Services 2018 manual, clause 7.12, the L1 bid is coming under an abnormally low quoted bid (ALQB) i.e. 58% lower than the estimated cost of Rs 14,08,786/- (Inclusive GST). The estimate was worked out on the basis of average of budgetary quotes.

As per AAI Procurement of Goods and Services 2018 manual, clause 7.12, already sought justification, analysis of rates for ALQ items and list of deliverables items from the L1 bidder and, the bidder has submitted compliance to the technical specification/ terms and conditions as proposed in the NIT.

The actual bids are based on competition and the M/s Power-One Microsystems Pvt. Ltd., is the OEM, the bidder has also recently supplied various UPS to various airports like Bhubaneswar, Trichy, Vishakhapatnam, Madhurai, Hyderabad, Gaya, Nagpur, Jammu, Vijayawada, etc., The bidder has submitted work completion certificate from Bhubaneswar airport, and hence the lower rate quoted may be considered. Based on the above facts, the duly constituted committee has analyzed justification, analysis of rates for ALQ items, and list of deliverables items from the L1 bidder. The bidder has also submitted compliance to the specification and terms & conditions, and ready to supply required UPS with batteries without any deviation from technical specifications (Signed the compliance statement of Section I, II and III of NIT).

After analysis, the duly constituted committee (as proposed by APD (Ref Note #53), approved by ED CNS (OM) note #63), has recommended to accept bid proposed by M/s Power-one Microsystems Pvt Ltd.

Submitted for approval of recommendations after committee analysis.


AMUDHA.C 03/02/21
MGR (ATC)


CHANDRAKANTH.P
MGR (FIN)


OMJE.V
MGR (CNS)

RE: Rate Analysis.

Muralidhar <muralidhar@poweroneups.com>

Mon 28-12-2020 10:53

To: Omje Vankudothu <omje@AAI.AERO>;

Cc: CNS InCharge, Tirupati <cnsicvotp@AAI.AERO>; G Venkataramana <gvramana@AAI.AERO>;

CAUTION: This email has originated from Outside of AAI. Do not click links or open attachments unless you recognize the sender and know the content is safe. Malware/ Viruses can be easily transmitted via email.

Dear sir,

Thank and acknowledge the receipt of your mail. Please find below the rate analysis of system we have quoted as required by you.

1. 2 Nos. 10KVA online UPS as per the specifications.	2,80,000.00
2. 60Nos. of Exide make 12V 26AH SMF Batteries.	1,08,000.00
3. Accessories.	10,000.00
TOTAL:	3,98,000.00

Regards

POWERONE MICRO SYSTEMS PVT LTD
MURALIDHAR
9880501202

From: Omje Vankudothu [mailto:omje@AAI.AERO]

Sent: Sunday, December 27, 2020 10:00 AM

To: Muralidhar <muralidhar@poweroneups.com>

Cc: CNS InCharge, Tirupati <cnsicvotp@AAI.AERO>; G Venkataramana <gvramana@AAI.AERO>

Subject: Analysis of rates for all such ALQ items-reg

Sir,

This is to inform you that your bid (m/s Power One Microsystems Pvt. Ltd) for the tender "SITC of 2nos of online 10KVA UPS Main/Hot Standby Configuration with batteries for IP based SITT VCCS system with 3 years onsite warranty and 5 years CAMC (post warranty)" has emerged as L-1 for the quoted price of Rs 498000/-. Exclusive of GST.(including GST the amount is 5,87,640/-)

The quoted price is 58.2% lower than our budgetary estimate 14,08,786/- (Inclusive of GST). As per AAI manual for procurement of Goods and Services-2018 Clause 7.12, which is regarding Abnormally Low Quoted Bid (ALQB), if the bid price is more than 25% below the budgetary estimate, a justification is to be sought from the L-1 Bidder that should include analysis of rates for all such ALQ items (example UPS, batteries, ancillary items etc). Hence it is requested that the bidder should provide all details as requested above.

With Regards

ओमजी.वि / OMJE.V

प्रबंधक (सीएनएस)/Manager (CNS)

भारतीय विमानपत्तन प्राधिकरण/Airports Authority of India

तिरुपति हवाई अड्डा/Tirupati Airport

तिरुपति/Tirupati

Mobile: 08184922272

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Bangalore -560 058, INDIA Ph : +91-80-22027400 28398730 28379844 Telefax: +91-80-28377074
E-mail : rajeshmr@poweroneups.com, blrmarketing@poweroneups.com, poweroneups@poweroneups.com

Ref: POM/SVM/AAI-TIRUPATHY/UPS/2020-2021
Date: 19-12-2020

**The Manager(CNS),
AAI, TIRUPATHY Airport,
TIRUPATHY**

Sub: Clarification.

Ref: NIT No. AAI/TPT/CNS/UPS/e-TENDER/2020

**Our Qtn No.: POM/MRR/SVM/AAI-TPT/UPS/2020-21/Q-159 dt.
23/11/2020**

Dear Sir,

With reference to the above and your mail dated. 18/12/2020, we are hereby clarify that being OEM and MSME, we have quoted the tender with minimum margin. So we have emerged as L1. Also we wish to inform you that we have emerged L1 in so many AAI's. Recently We are L1 in Trichy, Vishakapatnam, Madurai, Hyderabad, Gaya, Nagpur, Jammu, Vijayawada, etc. We have carried out the work to the best satisfaction of the authorities and as per Specifications, Terms & conditions stipulated in the NIT of respective authorities.

Now, we hereby giving you the assurance that we carry out the work as per the Specifications, Terms & conditions stipulated in the above Tender with the amount quoted by us.

Thanking You & Assuring of our best services at all times with pleasure,

For Power One Micro Systems Pvt. Ltd.,


(S.V.Muralidhar)
REGIONAL MANAGER
98805 01202
muralidhar@poweroneups.com



*Head office & Factory: GF-3 & F-12, KSSIDC Building, 5th Cross, 1st Stage, Peenya Industrial Estate, Bangalore -560 058;
INDIA Ph : +91 - 80- 22027400, 2839 7832, 28398730, 28379844, Tolle Free: 18004257832 (service)
E-mail : poweroneups@poweroneups.com, rajeshmr@poweroneups.com, blrmarketing@poweroneups.com

REF:POM/MRR/SVM/AAI-TPT/UPS/2020-21/Q-159

23.11.2020

ANNEXURE -VI

LIST OF DELIVERABLES

To,
The Airport Director,
Airports Authority of India
Tirupati Airport
Renigunta-517520

Sub: Submission of Tender for "SITC OF 2 NOS. OF ONLINE UPS IN 10KVA MAIN/ HOTSTANDBY CONFIGURATION WITH BATTERIES FOR IP BASED SITI VCCS SYSTEM WITH 5 YEARS COMPREHENSIVE AMC AFTER 3 YEARS STANDARD WARRANTY PERIOD".

Sir,

We, M/s Power One Micro Systems Pvt. Ltd. hereby declare and undertake that the following deliverables will be delivered as per the make and model mentioned below

Sl.No.	Description	Quantity	Make	Model
1	10 KVA Online UPS Main/ Hot Stby Configuration	2 Nos. (1 Set)	Power-One	PMP10
2	12V 26AH 32 Nos. SMF Batteries for 30 Mins Backup time	2 Battery Bank (1 Battery Bank for each UPS)	Exide/ Amararaja	Exide EP Series/ Amararaja AL Series

Thanking You,

Your's faithfully,

For M/s. Power One Micro Systems Pvt. Ltd.,

(S.V.Muralidhar)

Regional Manager

Mob:9880501202

E-Mail: muralidhar@poweroneups.com





AIRPORTS AUTHORITY OF INDIA

Date: 22.07.2019

TO WHOM SO EVER IT MAY CONCERN

Sl. No.	Description	Comment of End User
1.	Name of the End User	Biju Patnaik International Airport, Bhubaneswar
2.	Title of Contract Awarded with a brief scope of contract	SITC of Online UPS with independent battery bank and accessories for CNS/ ATM facilities with post warranty CAMC for 5 years at B.P.I. Airport Bhubaneswar. a) 2 x 20 KVA UPS in Parallel Redundancy – 2 Sets b) 2 x 10 KVA UPS in Parallel Redundancy – 2 Sets c) 2 x 5 KVA UPS in Parallel Redundancy – 1 Set d) 2 x 3 KVA UPS in Hot stand-by – 1 Set e) 2 x 2 KVA UPS in Hot stand-by – 1 Set
3.	Purchase Order/ Contract No. with Date	PO No. AAI/BPI/CNS/ONLINE UPS/PO-06/2016 dated 11.01.2017
4.	Value of Contract	Rs.2876899.69
5.	SAT Completion Date	18.10.2017
6.	Satisfactory Operation of system	Satisfied with the Supplied Systems

(Signature & Stamp of End User)

Name :

S. K. Rout

Designation:

संयुक्त महाप्रबंधक (संचार)
Jt. General Manager (Comm.)
प. वि. वि. विमानचतुर्गोष्ठ अंतराष्ट्रीय हवाई अड्डा
AAI, Biju Patnaik International Airport
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