



No. AAI/AS/ETD/RC/1305/2022-23/119

February 17, 2023

M/s MS-TECH Innovations Private Limited,
R-277, Gali No. 12
Ramesh Park, Laxmi Nagar,
New Delhi - 110 092, India
Email: doron.s@ms-technologies.com

[Kind Attention: Mr. Doron Shalom]

Subject: Work order for Rate Contract of SITC of Explosive Trace Detectors at various Airports with One Year Onsite Warranty and Five Years Comprehensive Annual Maintenance Contract with spares and consumables, for the period of one year and extendable for the period of further one year.

References:

- (i) AAI Tender No: (AS)-05/2021-22; Tender ID: 2022_AAI_104799_1, related pre-bid query reply and corrigendum 1 to 6.
- (ii) Your PQ cum Technical bid documents submittals on CPP portal.
- (iii) Clarifications sought by AAI on your bid submittals and your response as uploaded on CPP portal/ through e-mail.
- (iv) Your financial Bid opened on CPP portal on 01.07.2022.
- (v) Your Reverse Auction Bid on CPP portal on 07.07.2022.
- (vi) Price Negotiation letter no. AAI/AS/ETD/RC/1305/2022/119 Dated Nov. 18, 2022.
- (vii) Your letter no. nil dated 05th Dec., 2022 of Revised Commercial offer after Price Negotiation Meeting.
- (viii) Your bid validity extension letter.

Dear Sir,

Reference is made to the above-mentioned correspondence and your tender offer (technical, commercial proposal and various subsequent technical clarifications) submitted against the above referred tender.

Airports Authority of India, hereinafter referred as purchaser, is pleased to place a work order for Rate contract of Supply, installation, Testing and Commissioning of 180 nos. of **Explosive Trace Detectors (ETD)** at various airports with One Year Onsite Warranty and Five Years Comprehensive Annual Maintenance Contract, with spares and consumables as per schedule of work at **Annexure-I** with following provisions:

- 1.0 Rate contract for Supply, installation, testing and commissioning** of 180 nos. of Explosive Trace Detectors at various airports with one-year onsite warranty after successful completion of Site Acceptance Test (SAT) and five years

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comprehensive annual maintenance contract with spares and consumables, as per terms, conditions and specifications contained in Section B and C of Tender no. (AS)-05/2021-22.

- 2.0** The items as per **Annexure- I** will be supplied at ultimate user consignee site and work executed at each site as per **list of items for make & model** by **M/s MS-TECH Innovations Private Limited, New Delhi** at a total cost of ₹ **35,52,32,068.36** (Indian Rupees Thirty Five Crore, Fifty Two Lac, Thirty Two Thousand Sixty Eight and Thirty six paise only) [Capital cost ₹ 22,61,02,461.35 plus GST of ₹ 4,06,98,443.04+ CAMC cost for 5 years ₹7,49,41,664.37 plus GST of ₹ 1,34,89,499.59].
- 2.1** This price is inclusive of Inland Freight and Insurance, all applicable inland taxes and any other tax and handling charges as applicable up to destination, Training, Warranty and CAMC Services at site including GST.
- 2.2** The supplier shall forward details of his Permanent Account Number (PAN) details for effecting applicable Tax Deduction at Source (TDS) and also withholding tax order from the tax authorities in India within Thirty days from the date of purchase order or prior to release of first partial payment.
- 2.3** The subject work is being issued for rate contract of 180 nos. of ETD is valid for 01 year and further extendable for one year. Separate SITC work order for supplying shall be issued as per requirement with details of ETD quantity and consignee airports.
- 2.4** **The vendor shall comply & conform to all terms and conditions of Make in India policy as contained in the original bid (AS)-05/2021-22.**
- 3.0** **TIME SCHEDULE:** As per NIT
- 4.0** **CONSIGNEE:** Separate detailed work order shall be issued with ETD quantity and consignee airports.
- 5.0** **Performance Bank Guarantee:**
- 5.1** Performance Bank Guarantee shall be of the value of 3% of capital cost (without GST) plus GST@18% within 30 days of issuance of this work order.
- 5.2** Performance Bank Guarantee shall be valid for SIX months beyond completion of CAMC period, and shall remain valid as per provisional extension granted by the Project In-charge. If the agency fails to extend the validity of the Performance Guarantee, the same shall be encashed by AAI and shall be returned only as per other provision of contract at discretion of AAI.
- 5.3** All other terms & conditions on PBGs shall remain same as per tender
- 6.0** **PAYMENT TERMS:**
- As per NIT
- 7.0** **Comprehensive AMC (including spares, consumables, etc.)** As per NIT



8.0 Paying Authority:

8.1 For Capital work:

The Executive Director (CNS-Planning)- I
Airports Authority of India
Safdarjung Airport
New Delhi -110 003.

8.2 For CAMC:

Airport Director, concerned Airport.

9.0 All other terms and conditions given in Tender No. (AS)-05/2021-22 shall be applicable on the work order and contract, and remain unchanged. The tender document along with the above referred documents/ letters including this work-order, shall form part of the contract agreement.

10.0 You are requested to attend the office of The Executive Director (CNS-P)-I, Airports Authority of India, Safdarjung Airport, New Delhi - 110 003 within **10 days** of the issue of this order, with a non-judicial Stamp paper of value INR 100 (Indian Rupees One Hundred only) to sign and complete the contract agreement formalities.

Kindly acknowledge the receipt and acceptance of this work order by signing at each page on a copy of this purchase order and return to AAI.

Yours faithfully,

For AIRPORTS AUTHORITY OF INDIA



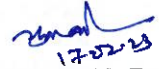
(Suresh N. Borkar)
Executive Director (CNS- P)- I

Annexure- I**Schedule of Quantity**

SL #	DESCRIPTION	UNIT	QTY	RATE	AMOUNT
				INR	INR
A	B	C	D	E	F
1	Supply Cost of Explosive Trace Detectors with peripherals, accessories, documentation, with one-year onsite warranty with spares & consumables as per terms and conditions of the tender.	EACH	180	11,51,708.38	20,73,07,508.64
2	Total Inland freight & Inland insurance, Road Permit charges and handling charges up to destination on all items as applicable for item at 1.	EACH	180	1,866.41	3,35,954.56
3	Cost of Installation, Testing and Commissioning of complete system for items at all sites.	EACH	180	75,672.26	1,36,21,007.56
4	Cost of Maintenance & System Administration Training for AAI nominees as per tender specifications.	SET	53	26,476.42	14,03,250.19
5	Cost of Operational Training at site for nominees as per specifications	SET	53	26,476.42	14,03,250.19
6	Factory Acceptance test (FAT) of complete system	Lot	3	6,77,163.40	20,31,490.21
Total Capital Cost Excluding GST in INR					₹ 22,61,02,461.35
Total GST in INR					₹ 4,06,98,443.04
Total Capital Cost Including GST					₹ 26,68,00,904.40
COMPREHENSIVE ANNUAL MAINTANENCE CONTRACT AFTER EXPIRY OF WARRANTY PERIOD					
S#	DESCRIPTION	UNIT	QTY	RATE (INR)	Total AMOUNT in INR
1	Cost of First Year Comprehensive AMC with all required Spares and consumables at each site as per SLA after warranty per Explosive Trace Detector along with all assembly sub-assemblies, associated equipment, etc.	Each	180	₹ 83,268.52	₹ 1,49,88,332.87
2	GST on First Year CAMC Charges.	Each	180	₹ 14,988.33	₹ 26,97,899.92

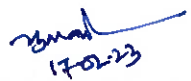


3	Cost of Second Year Comprehensive AMC with all required Spares and consumables at each site as per SLA after warranty per Explosive Trace Detector along with all assembly, sub-assemblies, associated equipment, etc.	Each	180	₹ 83,268.52	₹ 1,49,88,332.87
4	GST on Second Year CAMC Charges.	Each	180	₹ 14,988.33	₹ 26,97,899.92
5	Cost of Third Year Comprehensive AMC with all required Spares and consumables at each site as per SLA after warranty per Explosive Trace Detector along with all assembly, sub-assemblies, associated equipment, etc.	Each	180	₹ 83,268.52	₹ 1,49,88,332.87
6	GST on Third Year CAMC Charges.	Each	180	₹ 14,988.33	₹ 26,97,899.92
7	Cost of Fourth Year Comprehensive AMC with all required Spares and consumables at each site as per SLA after warranty per Explosive Trace Detector along with all assembly sub-assemblies, associated equipment, etc.	Each	180	₹ 83,268.52	₹ 1,49,88,332.87
8	GST on Fourth Year CAMC Charges.	Each	180	₹ 14,988.33	₹ 26,97,899.92
9	Cost of Fifth Year Comprehensive AMC with all required Spares and consumables at each site as per SLA after warranty per Explosive Trace Detector along with all assembly sub-assemblies, associated equipment, etc.	Each	180	₹ 83,268.52	₹ 1,49,88,332.87
10	GST on Fifth Year CAMC Charges.	Each	180	₹ 14,988.33	₹ 26,97,899.92
11	Total CAMC Cost excluding GST in INR				₹ 7,49,41,664.37
12	Total GST for CAMC in INR				₹ 1,34,89,499.59
13	Total AMC Cost (Incl. GST) in INR				₹ 8,84,31,163.96
14	Total Project Cost (including GST) in INR				₹ 35,52,32,068.36


 (Suresh N. Borkar)
 Executive Director (CNS- P)- I

LIST of MAKE & MODEL OF ITEMS

S. No.	DESCRIPTION	MAKE OFFERED	MODEL OFFERED
1	Explosive Trace Detector	MS DETECTION	THREATSCAN
2	Accessories (As required)		
a.	UPS	EATON/EQUIVALENT	Eaton 9E-IN 1000XL
b.	UPS Batteries	SMF-battery batteries make of Quanta / Make/EQUIVALENT	NA
c.	Trolley	MTS /EQUIVALENT	NA
d.	Manuals / USB		MSD-Marketing
e.	EVK		MS-3000-C-01
f.	Shipping Box		MSD-Shipment
g.	Sensor Matrix		MS-6000-C-05-TSG
h.	Sampling Swab Head		MS-6000-T-S-01
i.	Integrated Sampling Swab		MS-6000-T-S-11
J.	Isopropyl Alcohol Swab		MS-3000-C-06
k.	Any other item required	-----	-----


(Suresh N. Borkar)
 Executive Director (CNS- P)- I

Signature Not Verified

Digitally signed by SANJAY KUMAR VERMA
 Date: 2023.03.27 17:24:38 IST
 Location: eProcurement System for Central PSUs