REQUEST FOR PROPOSAL (RFP)

FOR

EXECUTIVE/BUSINESS/ LUXURY SEATS FOR HAL DO-228 AIRCRAFT

HINDUSTAN AERONAUTICS LIMITED

Transport Aircraft Division Kanpur

(India)

INDEX

Sl. No.	Description	No. of Pages
1.	Request for Proposal (RFP)	1-16
2.	PART – I Technical Specification for Executive/Business/Luxury Seats for DO-228	1-9
3.	PART-II Technical Compliance Statement	1-14
4.	PART-III Terms & Conditions	1-5
5.	PART-IV Unpriced Bid (Format)	1-10
6.	PART-V Priced Bid (Format)	1-1 1-1
7.	PART-VI A- Format of Performance Bank Guarantee B- Format of Security Deposit	1-4
8.	PART-VII A – Format of Non-disclosure agreement (NDA) B - Format of Bank Guarantee towards Earnest Money	1-5
9.	PART-VIII Check list	1-1
10.	PART-IX Procedure for E-Procurement Method	1-48

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Transport Aircraft Division, P.O. Box No. 225
Chakeri, Kanpur 208008, India
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TENDER No. HAL/KNP/DO228/VIP SEAT/001 **Date: 30.04.2019**

Due Date: 29.05.2019 **Time: 14.00 Hrs.**

Please indicate above RFP/ Tender number & due date on the Envelopes while responding.

REQUEST FOR PROPOSAL (RFP) FOR EXECUTIVE/BUSINESS/ LUXURY SEATS FOR HAL DO-228 AIRCRAFT

Dear Sir / Madam,

1.0 Hindustan Aeronautics Limited (HAL), a premier aerospace organization of South Asia, is engaged in the Design, Development and Manufacture of a wide variety of fixed-wing & rotary-wing aircraft, engines, avionics & aircraft sub-systems for over 50 years.

1.1 The Transport Aircraft Division (TAD) of HAL located at Kanpur, India currently manufactures DO-228 aircraft and also specializes in aircraft up-gradation, role equipment integration, manufacture, repair & overhaul of various transport, commuter & trainer aircraft for military and civil operators.

1.2 Transport Aircraft Division (TAD) Kanpur has been manufacturing DO-228 Aircraft and intends to procure Executive/Business/ Luxury Seats for its DO-228 aircraft.

1.3 Executive/Business/ Luxury Seats on HAL DO-228 aircraft is an immediate requirement. A suitable vendor shall be selected for supplying Executive/Business/ Luxury seats for this aircraft.

2.0 OBJECTIVE OF THE RFP:

2.1 The objective of this RFP is to select a suitable vendor to supply Executive/Business/ Luxury Seats for HAL DO-228 aircraft. The vendor shall provide required support during Installation and Flight Testing during Initial acceptance phase. The vendor shall also provide required documentation support for development of modification scheme by HAL for installation of Executive/Business/ Luxury seats on HAL DO-228 aircraft followed by approval from Indian Airworthiness Authorities (CEMILAC and DGCA (India)).

2.2 Offers/ Bids are invited from:

a. Original Equipment Manufacturers (OEMs) with proven expertise in design and manufacturing of:

i) Executive/Business/ Luxury seat as specified in TSO C39b (or latest) and/or

ii) Executive/Business/ Luxury seat as specified in TSO 127 (or latest)

b. Vendor shall supply documentary evidence that proposed seat is already installed on existing aircraft.

3.0 MARKET INFORMATION:

3.1 More than 130 HAL DO -228 aircraft are presently flying in India and overseas. It is anticipated that DO-228 will be under production for at least next 10-15 years.

3.2 At present, HAL has firm requirement for 2 types of Executive/Business/ Luxury Seats (Qty. 2 each) for its DO-228 aircraft.

4.0 TECHNICAL REQUIREMENTS:

4.1 Technical Specifications

4.1.1 Technical specifications of Executive/Business/ Luxury Seats envisaged for HAL DO-228 aircraft are placed in Part-I, Technical Specifications (Document No. HAL/TARDC/DO-228/CIVIL/SPEC/H-7093/015 Issue Nil Revision Nil dated 02/01/2019) of this RFP.

4.1.2 The Executive/Business/ Luxury seat shall be in accordance with the requirement for a Type A/ Type II / Type C2 category seats as specified in Technical Standard Order TSO C39b/ TSO127 or latest and to be FAA / EASA / CAA / DGCA (India) approved according to TSO C39b/ TSO127 or latest. The Executive/Business/ Luxury seats should comply with the Part-I, Technical Specifications (Document No. HAL/TARDC/DO-228/CIVIL/SPEC/H-7093/015 Issue Nil Revision Nil dated 02/01/2019).

4.1.3 Offer shall include detailed technical specifications, description / information on fit, form and functional characteristics of the Executive/Business/ Luxury seats as a whole as well as of each of its sub-systems independently.

4.1.4 Vendor shall clearly mention in the proposal type of material used for seat cushion and fabric / upholstery. All material used should conform to FAA / EASA / CAA / DGCA (India) regulations.

4.1.5 Colour of fabric / upholstery of seats shall be finalized on the basis of mutual agreement between HAL and the selected vendor. Fabric / upholstery colour shall not attract any additional cost.

4.2 **Workshare and Responsibility**

4.2.1 The work share and major responsibilities of the vendor as well as HAL for this program are given as under:

A) Vendor's Workshare / Responsibility:

i) To supply Executive/Business/ Luxury Seats along with their installation kits containing items like fasteners etc. required their installation on HAL DO-228 aircraft.

ii) To provide 02 sets of Tools, if any tool required, for installation / removal of seats at no additional cost to HAL.

iii) To provide documentation as per Para 2 of Part-I Technical Specifications (Document No. HAL/TARDC/DO-228/CIVIL/SPEC/H-7093/015 Issue Nil Revision Nil dated 02/01/2019).

iv) To provide additional onsite / offsite support and documentation, if required, during development of modification scheme by HAL for installation of seats and its approval from Indian Airworthiness Authority (CEMILAC and DGCA (India)).

v) To provide training to HAL personnel at HAL Kanpur. (Refer para 4.4)

vi) To provide itemized list of deliverables along with part no. and quantities.

vii) To undertake adaptations (changes), if required any, in the supplied seat (s).

viii) Re-certification, if required, of the supplied Executive/Business/ Luxury Seats due to any adaptation (changes) during initial acceptance phase from FAA / EASA / CAA / DGCA (India), as applicable.

B) HAL's Responsibility:

i) To provide all requisite technical information of HAL DO-228 aircraft.

ii) To arrange HAL DO-228 aircraft for installation and flight testing.

iii) To develop modification scheme and associated documents for installation of seats on HAL DO-228 aircraft on the basis of vendor supplied ICD and other documents.

iv) To perform Flight tests after installation of Seats on HAL DO-228 aircraft.

v) To co-ordinate with Indian airworthiness agencies (CEMILAC and DGCA (India)) for approval of modification scheme developed by HAL for installation of seats on HAL DO-228 aircraft with support from the vendor.

4.3 **Delivery Schedule**

The offer shall include a detailed program schedule showing activities commencing from the date of acceptance of Purchase Order (To) up to certification of each type of Executive/Business/ Luxury Seat along with clearly identified milestones as part of the technical bid.

The expected overall delivery schedule with major milestones is given below:

Sl. No.	Activity/ Milestones	Completion Schedule (Months from To)
1.0	Supply of technical documents (Para 2 of Part-I Technical Specifications) along with TSO Certification of seats from FAA / EASA / CAA / DGCA (India)	To + 0.5 m
2.0	Development of modification scheme by HAL for installation of Seats on HAL DO-228 aircraft.	To + 1 m
3.0	Supply of 2 sets of each type of Executive/Business/ Luxury Seats by Vendor for installation on aircraft.	To + 4 m
4.0	Installation of Seats on DO-228 aircraft by HAL with support from vendor.	To + 4.5 m
5.0.	Flight Testing of each type of Executive/Business/ Luxury Seat on HAL DO-228 aircraft and its acceptance by HAL and Indian Airworthiness Authority (T1).	To + 5 m (T1)
6.0.	Re-certification of seat (s) by the vendor from FAA / EASA / CAA / DGCA (India) (as applicable) due to any adaptation (changes), if required.	T1 +0.5m
7.0.	Approval of modification scheme (Sl. No. 2.0 above) by Indian airworthiness certification agencies (CEMILAC and DGCA (India)) with support from vendor.	T1 + 1 m

To: Date of acceptance of Purchase Order

T1: Flight testing of each type of Executive/Business/ Luxury Seat on HAL Do-228 aircraft and its acceptance by HAL and Indian Airworthiness Authority

Purchase order will be issued by HAL for total Qty. 2 each of 2 types of Executive/Business/ Luxury Seats.

4.4 **Training:**

Proposal shall include a technical training program for HAL personnel at HAL Kanpur as follows:

4.4.1 Classroom sessions as well as on the job training for installation & removal, operation, maintenance and overhaul, test / troubleshoot etc. of offered seats shall be provided by the vendor. Training shall be for 02 working days and no. of participants shall be 10 to15.

4.4.2 Vendor shall supply one complete set of technical training documents, multi-media presentations, training aids, etc. as required for the technical training program. These documents / presentations / aids shall be utilized by HAL during subsequent training to the end customer representatives.

4.4.3 Travel expenditure, accommodation and logistics etc. for vendor's representatives shall be borne by the vendor.

4.4.4 Training cost, if any, to be amortized against total no. of seats and to be built-into the seats' prices. No separate cost shall be quoted in the bid.

4.5 **Intellectual Property Rights (IPR):** Original IPR of bidder before development of Do-228 Executive/Business/ Luxury Seats remains the IPR of bidder. DO-228 Executive/Business/ Luxury Seats and its related Intellectual Property Rights developed by bidder under the purchase order/contract shall be the sole and exclusive property of HAL. IPR of the results of common development of Do-228 Executive/Business/ Luxury Seats shall not be reproduced, re-transit or copied without prior written approval of HAL. Bidder shall not undertake, bid or execute any business proposal similar to that of the developed Executive/Business/ Luxury Seat and its Intellectual Property Rights, floated by any person or company. If any person or company floats any business proposal similar to that of the developed Do-228 Executive/Business/ Luxury Seat and its Intellectual Property Rights, HAL either on its own or in combination with bidder, shall undertake, bid and execute the business proposal.

5.0 Terms & Conditions:

5.1 Bidder shall prepare and timely submit its response to this RFP. All costs associated with the preparation & submission including cost of presentation for the purposes of clarification of the response shall be borne by the bidder. HAL will in no case be responsible or liable for such costs, regardless of the conduct or outcome of the RFP process.

5.2 Detailed terms and conditions of this RFP are given in the format enclosed as Part-III to this RFP. Bidder's confirmation on each of the clauses as complied / agreed to, is required to be furnished along with the proposal.

5.3 HAL reserves the right to accept/ reject any and /or all responses received to this RFP without assigning any reasons thereof.

6.0 Earnest Money Deposit (EMD):

6.1 Every Vendor, while submitting the Technical Bid (Cover-1), shall deposit an amount of INR 175,000/- (Indian Rupees one hundred seventy five thousand only) as Earnest Money Deposit with HAL through any of the following instruments:

a) EMD for a value of INR 175,000/- (Indian Rupees one hundred seventy five thousand only) to be submitted in the form of DD/Banker's Cheque/Pay Order/Bank Guarantee of Scheduled Bank.

b) EMD can be sent through SWIFT / Wire Transfer to HAL Account No 11022401315, Swift code SBININBB124 State Bank of India Kanpur. (Copy / Detail of the same to be sent along with Technical Bid).

6.2 Those offers not accompanied with requisite amount of EMD or EMD not submitted in the specified form as indicated at a) & b) above in original shall be summarily rejected.

6.3 In case of foreign bidder, EMD to be submitted in any freely convertible currency of amount equivalent to the above EMD value.

6.4 In case EMD is specified as Bank Guarantee, the same is to be submitted in the form of irrevocable Bank Guarantee from the scheduled Banks (or in case of foreign vendor from Bank of International Repute) valid for 28 days beyond the validity of the bid. In case EMD is submitted through Bank Guarantee, the Bank Guarantee should be strictly as per HAL's format (copy enclosed).

6.5 EMD should be submitted along with technical bid / offer. EMD in original form will only be acceptable. Copies of EMD documents/instruments in Technical Bid not acceptable.

6.6 In case technical bid does not contain original instrument towards EMD, offer will be considered as unresponsive and rejected.

6.7 EMD will not carry any interest for the period it is retained with HAL. EMD will be forfeited if a vendor withdraws, amends, impairs and / or derogates within validity of bid.

6.8 Vendors, who are exempted from submission of EMD as per Govt. of India directives must submit certified copy of Govt. of India authority for such exemption in lieu of EMD.

6.9 EMD furnished by the successful bidder may be appropriated for security deposit or Performance Guarantee for the warranty period.

6.10 The EMD shall be refunded to the unsuccessful vendor within 15 working days in various stages of disqualification of the bid i.e., tender open stage, pre-qualification / technical evaluation stage and identification of L-1 stage. Participating vendors need to provide Complete Bank details (Name of account holder, Account no., swift code, Bank's name and address) on bank's letterhead or certified by bank for returning of EMDs.

6.11 EMD remittance document, either in Indian currency or any other convertible currency of the specified amount, can be arranged by the Indian subsidiary/branch office in India of a foreign vendor which shall be submitted along with a certificate confirming the relationship of subsidiary/branch office in the vendor's offer.

6.12 Vendors should indicate the reference & details of submission of EMD in their technical offer. In case of e-tender, the EMD in the form of hard copy in original to be sent by post/courier/personal delivery to reach HAL TAD, Kanpur prior to the scheduled closing date and time for the tender. The copy of such documents/office should be attached in the technical bid of the e-tender. In case the EMD document does not reach tender issuing authority by the time of closing of the tender, the offer will not be considered for evaluation. In case of WIRE/SWIFT transfers the transaction code is to be mentioned in the technical bid.

7.0 FINANCIAL ASPECTS & COMMERCIAL REQUIREMENTS:

7.1 All prices payable by HAL for the Executive/Business/ Luxury Seats against specific supply orders for Materials, Products and Services etc. should be given in the price format enclosed as Part-V to the RFP. It should be complete in all respects.

7.2 Bidder is to ensure that all prices/ values payable are specified in the Price Format. No subsequent addition / alteration / claim will be entertained over and above the quote. Offers without complete information and pricing will be treated as incomplete and will not be considered for evaluation.

7.3 **All foreign bidders should invariably quote FCA (nearest airport) delivery terms only**. 3.0% of total value of deliverables will be loaded towards Freight & Insurance charges on the FCA value and applicable Custom Duty based on HSN number will be loaded to arrive at FOR, HAL, TAD Kanpur value, for evaluation purpose. Those foreign bidders quoting other delivery terms than FCA, should **mandatorily indicate the FCA value** for the purpose of evaluation (as above).

7.4 **All Indian bidders should invariably quote for delivery at HAL, TAD Kanpur (FOR) inclusive of freight and insurance with all applicable taxes and duties** based on HSN number and GST payable in India for Executive/Business/ Luxury Seats mentioned at Part-V (Price bid).

7.5 Bidder should specify the country of origin of supplies.

7.6 Indian Bidders should indicate that if exchange rate variation is applicable on the quoted prices,

i) Bidder should invariably specify the Import Content included in the quoted prices in terms of Foreign exchange as well as Indian Rupees. Exchange rate variation will be varied only for the Import to India Content.

ii) For the purpose of making payment, the exchange rate adopted will be prevailing TT Selling Rates, as on the date as per delivery terms, and correspondingly the payment will be made.

7.7 a) In respect of foreign bidders, bidders has to bear all taxes, duties and levies payable in their country and HAL will bear all statutory levies, other than withholding tax and GST payable in India.

b) Withholding Tax.

i) HAL would be deducting at source applicable Income Tax as per Government of India Rules applicable at the time of making payments in respect of services rendered in India. (Generally on the amounts towards services like training, technical assistance offered by the bidder and license fees). As per the Rules, Income tax has to be borne by the recipient

of the Income and relevant Certificate to this effect will be issued to the bidder on deduction of such amounts, if applicable.

ii) Bidder should bear the applicable withholding income tax in India. Tax would be deducted at source by HAL as per Double Taxation Avoidance Agreement (DTAA) where the bidder could claim the benefit of double taxation in their country as per the bilateral agreement between the two countries. Certificate to this effect would be issued by HAL to enable the bidder to claim the benefit under DTAA.

iii) Bidder is required to indicate the PAN No. issued by Indian Income Tax Authorities.

Conditional offers / incomplete offers are liable for rejection.

8.0 SUBMISSION & EVALUATION OF OFFER:

8.1 Submission of Offer:

Vendor may submit quotation either through Manual method or E-Procurement Method.

8.1.1 **Manual Method**: The techno-commercial proposal is to be submitted in Two (2) bid system as given below:

- Technical bid, and
- Commercial bid (priced bid)

The bids should be submitted in two separate sealed envelopes/covers. First envelope (cover-1) should be marked as 'Technical bid for Executive/Business/ Luxury Seats of HAL DO-228 aircraft'. The Second envelope (cover-2) should be marked as 'Commercial bid (priced bid) for Executive/Business/ Luxury Seats of HAL DO-228 aircraft'. These sealed envelopes/covers should be put in another envelope, which should also be sealed and super-scribed as 'Bid for Executive/Business/ Luxury Seats of HAL DO-228 aircraft' with RFP No., bid due date, bidder's name and address.

8.1.2 **E-Procurement Method**: The supplier shall register on HAL's E-procurement website **https://eproc.hal-india.co.in** through "New user Sign in" option. A user ID and password will be issued to bidder. Digital Signature Certificate (Class III) is a Pre requisite for registration on web site. For obtaining Digital Signature Certificate (Class III), bidder may contact M/s Antares systems Bangalore **ephelpdesk@hal-india.co.in** or +91-80-22323697 / +91-80-22323698. (Please refer part X of RFP for detailed procedure of E-Procurement Method).

8.2 The bids should reach the following office of HAL on or before the due date.

Deputy General Manager (IMM)
Transport Aircraft Division,
Hindustan Aeronautics Limited,
PO Box 225, Chakeri,
Kanpur-208008 (India)
Tel: +91-(0) 512-2400332

The queries/Clarifications if any, may be directed in writing or through fax at +91-(512)-2450505 or email at **purchase.knp@hal-india.co.in** but due to such queries/ clarifications, if bid is not received by HAL in due time, it will be considered as Late Offer and HAL will not be held responsible for its rejection.

8.3 Failure to submit the bids as given at para 8.1 & 8.2 or submission of offer after the due date would lead to rejection of the offer and the same will not be opened. **Further, offers received vide e-mail / faxes will be summarily rejected.** HAL reserves the right to extend the due date for submission of tenders in the event of unlikely circumstances and same will be hosted on the HAL website only including the tender opening date. Any request from bidder to extend due date will not be considered unless it is informed at least 7 days in advance of due date with reasons of request. However, HAL reserves right to accept/ reject the request of extension, in any case.

8.4 Following documents are enclosed with this RFP for use in preparation of the offer:

Part-I : Technical Specifications for Executive/Business/ Luxury Seats of HAL DO-228 aircraft
Part-II : Technical Compliance Statement
Part-III : Terms and Conditions
Part-IV : Un-priced bid format
Part-V : Priced Bid Format
Part-VI : Format of Performance Bank Guarantee and format of Bank Guarantee for Security Deposit
Part-VII : Format of Non-Disclosure Agreement (NDA) and Bank Guarantee towards EMD
Part-VII : Check List
Part-IX : Procedure of E-Procurement Method

8.5 **Technical Offer/ Bid:**

8.5.1 The 'Technical bid' (**Cover-1**) of the offer shall include the following:

8.5.2 Technical offer shall include detailed technical description &

specifications on functioning and characteristics of each of the offered Executive/Business/ Luxury Seats. The technical details should be factual, comprehensive and present the information on the offered seats against requirements listed at Part-I of this RFP. Insufficient or incomplete offer may lead to rejection of the offer.

8.5.3 Technical Compliance statement placed at Part-II of this RFP duly filled by vendor needs to be submitted. Non-compliance to any clause should be clearly identified in the compliance matrix providing details of variance/ non-compliance of the specific requirement. Mere indication of compliance may be construed as incomplete information unless specific technical details like Catalogues/ Technical publication/ Manuals etc. covering the scope of supply are available in the offer.

8.5.4 Compliance matrix confirming point-by-point compliance to the 'Terms and Conditions' as placed at Part-III of this RFP.

8.5.5 Compliance matrix confirming point-by-point compliance to the 'Un-priced Bid' in proper format as placed at Part-IV of this RFP.

8.5.6 Duly signed 'Non-Disclosure Agreement (NDA)' in proper format as placed at Part-VII of this RFP.

8.5.7 Duly filled 'Check List' as placed at Part-VIII of this RFP.

8.5.8 Earnest Money Deposit (EMD) in suitable instruments as described at Para 6.0 of RFP.

8.6 **Price Offer/ Bid:**

The Price Bids (**Cover-2**) should include the price details in proper format as placed at Part-V of this RFP.

Note: Bid received with technical bid and commercial bid in open condition inside one envelope will be rejected.

8.7 **Validity of offer:**

Price quoted should remain valid for a minimum of 12 months from closing date of enquiry.

8.8 **Qualifications of the Bidder/Vendor:**

8.8.1 Offers are invited from –

a. Original Equipment Manufacturers (OEMs) with proven expertise in design and manufacturing of:

i) Executive/Business/ Luxury Seats as specified in TSO C39b (or latest) and/or

ii) Executive/Business/ Luxury Seats as specified in TSO 127 (or latest)

b. Vendor shall supply documentary evidence that proposed seat is already installed on existing aircraft.

8.8.2 Bidder should have proven knowledge & competence in area as mentioned in para 8.8.1. Documentary evidence/ authentic information relating to the nature of business, manpower strength, product range, turnover, financial capability, infrastructure facilities, ISO (or equivalent) quality accreditations and copies of audited profit / loss account and balance sheets for at least last 3 years to be provided along with Technical Bid.

8.8.3 In evidence of 8.8.1, details of the program/aircraft, client, contact person, purchase order/ contract detail, model number, value etc., to be provided along with Technical Bid for verification along with available equipment type approval/ airworthiness approval.

Note: If at any stage of Technical Evaluation, it is noted by HAL that vendor is not qualified as per above para 8.8.1, its offer may be summarily rejected without assigning any reason.

8.9 **Evaluation of Offer:**

8.9.1 Only bids received within due date will be opened & examined for adherence to the requirements specified in this RFP.

8.9.2 The **Technical offer/ bid (Cover-1)** will be evaluated by the Technical Evaluation Committee (TEC) constituted by HAL which will examine the compliance of the offer with respect to the technical requirements and make recommendations on the technical acceptance of the offer. Technical clarifications/ discussions, if any, will be sought / held. The decision of Committee would be binding and final. Only those offers that meet the RFP requirements with respect to vendor qualification and shortlisted by TEC, will be considered for further evaluation.

8.9.3 **Price offer/ bid (Cover-2)** will be opened after completion of technical evaluation. Only technically accepted bids will be opened for subsequent commercial evaluation.

8.9.4 The price bid will be opened at a time and venue which will be intimated later only to those bidders who technically qualify.

8.9.5 Commercial evaluation will be based on landed cost at HAL, Kanpur by including freight charges, applicable taxes and duties to the base price quoted by the bidders. The total landed cost will be considered for evaluation of Lowest offer (L1) as per price bid only for technically

acceptable offers. Commercial evaluation will be on the basis of total cost to HAL covering the total price of deliverable and schedule provided in this RFP. The lowest offer will be based on the evaluated price arrived at by adding necessary loadings for price leveling, if required, to the total value quoted by bidder up to HAL Kanpur. Vendors to fill up the price bid Part - V of RFP completely, in case of incomplete or unfilled price bid, bidders offer may be summarily rejected.

8.9.6 For foreign bidders arriving at a price for delivery at HAL TAD Kanpur inclusive of freight insurance with all taxes and duties following cost will be added on FCA value:

a. 3.0% of total FCA value of deliverables will be loaded towards freight and insurance charges.
b. Applicable Custom duty + Social Welfare Surcharge and IGST based on HSN code will also be added.
c. Bid received in different currency will be converted to Indian Rupees. The TT selling rate for foreign currency exchange rate for conversion will be adopted as per State bank of India (SBI) as on date of opening of Technical bid.

9.9.7. HSN code mentioned in price bid (part V) will be final and considered for evaluation of offer.

9.9.8 If any additional / alternate wording is proposed against HAL's commercial terms & conditions given as Part-Ill of RFP, which results in financial implications to HAL, the same will also be loaded appropriately. In this regard, HAL's decision shall be final and binding on the parties.

9.9.9 In case of bids with import content, following shall be adopted for evaluation purpose.

i) The total value quoted in foreign currency as per price format will be converted to Indian Rupee (INR) by adopting the exchange rate prevailing on the date of Technical bid opening. For any reason, if the exchange rate is not available on the date of tender opening, the next available exchange rate will be adopted.

ii) A 3.0% of total value of deliverables will be loaded towards Freight & Insurance charges on the FCA value and applicable Custom Duty based on HSN number to arrive at FOR HAL Kanpur value.

iii) If the bid includes both Indian Rupees as well as foreign content, the exchange rate prevailing on date of technical bid opening will be considered for the import content and will be loaded on to the indigenous content to arrive at the total value for evaluation purpose.

9.9.10 In case the bidder offers any unilateral conditions beyond the scope of RFP, HAL reserves the right to reject such offers submitted by bidders.

10 It is requested that your offer for this RFP may please be submitted as described above. Interested bidders may witness the tender opening as per following schedule.

i) The due date for submission of tender is 29.05.2019 @ 14:00 Hrs (IST)

ii) Technical bids will be opened on 29.05.2019 @ 15: 30 Hrs (IST).

Thanking You,

Yours faithfully,
For Hindustan Aeronautics Ltd.

Head of IMM
HAL TAD Kanpur

Encl: As stated above

Part I

Technical Specification

HINDUSTAN AERONAUTICS LIMITED

Transport Aircraft Division Kanpur

(India)

REVISION RECORDS:

Revision	Details of Revision with affected Page No.	SCE	CVE	Chief of Airworthiness	Chief of Design

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Contents

1. GENERAL 6
1.1. Introduction 6
1.2. Seat Types 6
1.3. Seat Specification and Features 6
2. APPROVAL 7

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TABLE OF FIGURES

Schematic 1 : Type -1: Single Seat with two-point harness system, fixed armrest and in-arm mounted food tray certified for Forward and Aft Facing. (Refer Schematic 1 &2) (As shown) 8
Schematic 2 Seating Arrangement for VIP version of HAL DO-228-xxx aircraft 9

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1. GENERAL

1.1. Introduction

The Executive/Business/ Luxury seat shall be in accordance with the requirements for a Type A/Type II/Type C2 category seats as specified in Technical Standard Order TSO C39b/TSO127 or latest and to be EASA / FAA/ DGCA (India) approved according to the TSO C39b/ TSO127 or latest.

1.2. Seat Types

The Executive/Business/ Luxury seat as listed below:

A. Type -1: Single Seat with two-point harness system, fixed armrest and in-arm mounted food tray certified for Forward and/or Aft Facing. (Refer Schematic 1 &2)

1.3. Seat Specification and Features

1.3.1.	**Seat Mounting**	Vendor shall clearly mention dimension, provide drawings of seat mounting points in their proposal.
1.3.2.	**Dimensions**	**Over all width :** 33 inch max **Over all height :** 51 inch max (minimum dimension as per aft facing certification requirement of TSO C39b\TSO127 or latest) Width Between Arms: 18-inch min. Vendor shall clearly mention dimension along with the proposal. Refer Schematic 1& 2. Other dimensions shall be clearly mentioned in form of drawing.
1.3.3.	**Features**	• Leg rest: preferably required. • Head rest: required • Recline: The seats shall have provision for recline min 5 inches with a passenger-adjustable locking provision to fix the seat recline at desired position. • Fixed armrest and in-arm mounted food tray.
1.3.4.	Seat Structure	The seat comprise of basic structure, upholstery, restraint system.
1.3.5.	Upholstery	• Upholstery and cushion to be provided wherever occupant is in contact after seating e.g. backrest armrest, leg rest, seat pan etc. • The seats shall have preferably provision for storage of magazine/safety cards on sideward preferably. • Color options available for each type of passenger seats shall mentioned by supplier. • **Cushion material and dimension:** Vendor shall clearly mention type of material used for seat cushion and upholstery in the proposal. All material used should conform to fire resistant criteria specified in FAR 23.853/25.853 or equivalent. • In addition to this vendor shall clearly mention thickness and dimension of cushions/upholstery. • Vendor/ Part number of cushion material to be specified separately.

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1.3.6.	Restraint	• Vendor shall clearly mention part number of restraint system and provide TSO certificate. • The restraint system shall be two-point harness system approved as per TSO C22f or latest. • Minimum Length of Seat belt should be 62 inches.
1.3.7.	Restraint Length Extender	• Min length of extender seat belt should be 25 inches supplied along with each seat.
1.3.8.	Life Vest Stowage	• The seat shall be fitted with a legibly marked life-vest pocket for secure storage of life vest of minimum size 10"x 6"x 3" (254 x 152x 76 mm) below the seat.
1.3.9.	Weight	Preferably below 45 Kg
1.3.10.	Load factor	Upward 3,0 g Downward 7,0 g Sideward 4,0 g Forward 9,0 g Rearward 1,5 g
1.3.11.	Service life	Service life for each type of passenger seats shall mentioned by supplier.
1.3.12.	Storage life	Storage life for each type of passenger seats shall mentioned by supplier.
1.3.13.	Environmental	Environmental Qualification for each type of passenger seats shall mentioned by supplier.

2. APPROVAL

All seats need to be EASA / FAA /DGCA (India) approved according to TSO C39b or latest.

Copy of TSO/ETSO/ITSO or equivalent along with DDP and other relevant documents need to be provided.

Seats shall be supplied with Form-1/Form-8130/equivalent. Vendor shall supply CMM along with each supply.

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Annexure -1

Schematic 1 : Type -1: Single Seat with two-point harness system, fixed armrest and in-arm mounted food tray certified for Forward and Aft Facing. (Refer Schematic 1 &2) (As shown)

A = to be specified by vendor

B = 51" (1295.4 mm) max, minimum dimension as per aft facing certification requirement of TSO C39b/C127 or latest)

C = 33" (838.2 mm) max

D = 18-inch min to be specified by vendor

E, F, G, H, I, J = to be specified by vendor

K = min 5 inch, to be specified by vendor

Other dimensions shall clearly mentioned the dimensions in form of drawing and shall mentioned by supplier.

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Annexure -2

1 **Type -1: Single Seat with two-point harness system, fixed armrest and in-arm mounted food tray certified for Forward and Aft Facing**

Schematic 2 Seating Arrangement for VIP version of HAL DO-228-xxx aircraft

(Do Not Scale)

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Enclosure to Tender no. HAL/KNP/DO228/VIP SEAT/1 Part-II
Technical Compliance Statement

Name of Vendor	
Contact No.	
Date of Opening	

S/N	Ref. para RFP	Requirements **AS PER RFP**	Vendor Compliance	Remarks
1.	8.8.1(a)	Offers are invited from – Original Equipment Manufacturers (OEMs) with proven expertise in design and manufacturing of: · Executive/Business/ Luxury seat as specified in TSO C39b (or latest) and/or · Executive/Business/ Luxury seat as specified in TSO 127 (or latest)		
2.	8.8.1 (b)	Vendor shall supply documentary evidence that proposed seat is already installed on existing aircraft.		
3.	8.8.2	Bidder should have proven knowledge & competence in area as mentioned in para 8.8.1. Documentary evidence/ authentic information relating to the nature of business, manpower strength, product range, turnover, financial capability, infrastructure facilities, ISO (or equivalent) quality accreditations and copies of audited profit / loss account and balance sheets for at least last 3 years to be provided along with Technical Bid.		
4.	8.8.3	In evidence of 8.8.1, details of the program/aircraft, client, contact person, purchase order/ contract detail, model number, value etc., to be provided along with Technical Bid for verification along with available equipment type approval/ airworthiness approval. Note: If at any stage of Technical Evaluation, it is noted by HAL that vendor is not qualified as per above para 10.8.1, its offer may be summarily rejected without assigning any reason.		
5.	4.1.2	The Executive/Business/ Luxury seat shall be in accordance with the requirement for a Type A/ Type II / Type C2 category seats as specified in Technical Standard Order TSO C39b/ TSO127 or latest and to be FAA / EASA / CAA / DGCA (India) approved according to TSO C39b/ TSO127 or latest. The Executive/Business/ Luxury seats should comply with the Part-I, Technical Specifications (Document No. HAL/TARDC/DO-228/CIVIL/SPEC/H-7093/015 Issue Nil Revision Nil dated 02/01/2019).		
6.	4.1.3	Offer shall include detailed technical specifications, description / information on fit, form and functional characteristics of the Executive/Business/ Luxury seats as a whole as well as of each of its sub-systems independently.		
7.	4.1.4	Vendor shall clearly mention in the proposal, type of material used for seat cushion and fabric / upholstery. All material used should conform to FAA / EASA / CAA / DGCA (India) regulations.		
8.	4.1.5	Colour of fabric / upholstery of seats shall be finalized on the basis of mutual agreement between HAL and the selected vendor. Fabric / upholstery colour shall not attract any additional cost.		

9.	4.2.1.A.(i)	To supply Executive/Business/ Luxury Seats along with their installation kits containing items like fasteners etc. required their installation on HAL DO-228 aircraft.		
10.	4.2.1.A.(ii)	To provide 02 sets of Tools, if any tool required, for installation / removal of seats at no additional cost to HAL.		
11.	4.2.1.A.(iii)	To provide documentation as per Para 2 of Part-I Technical Specifications (Document No. HAL/TARDC/DO-228/CIVIL/SPEC/H-7093/015 Issue Nil Revision Nil dated 02/01/2019).		
12.	4.2.1.A.(iv)	To provide additional onsite / offsite support and documentation, if required, during development of modification scheme by HAL for installation of seats and its approval from Indian Airworthiness Authority (CEMILAC and DGCA (India)).		
13.	4.2.1.A.(v)	To provide training to HAL personnel at HAL Kanpur. (Refer para 4.4)		
14.	4.2.1.A.(vi)	To provide itemized list of deliverables along with Part No. and quantities.		
15.	4.2.1.A.(vii)	To undertake adaptations (changes), if required any, in the supplied seat (s).		
16.	4.2.1.A.(viii)	Re-certification, if required, of the supplied Passenger Seats due to any adaptation (changes) during initial acceptance phase from FAA / EASA / CAA / DGCA (India), as applicable.		
17.	4.4.1	Classroom sessions as well as on the job training for installation & removal, operation, maintenance and overhaul, test / troubleshoot etc. of offered seats shall be provided by the vendor. Training shall be for 02 working days and no. of participants shall be 10 to15.		
18.	4.4.2	Vendor shall supply one complete set of technical training documents, multi-media presentations, training aids, etc. as required for the technical training program. These documents / presentations / aids shall be utilized by HAL during subsequent training to the end customer representatives.		
19.	4.4.3	Travel expenditure, accommodation and logistics etc. for vendor's representatives shall be borne by the vendor.		
20.	4.4.4	Training cost, if any, to be amortized against total no. of seats and to be built-into the seats' prices. No separate cost shall be quoted in the bid		
	1.3.1	**Seat Mounting**		
21.		Vendor shall clearly mention dimension, provide drawings of seat mounting points in their proposal.		
	1.3.2	**Dimensions**		
22.		**Over all width :** 33 inch max		
23.		**Over all height :** 51 inch max (minimum dimension as per aft facing certification requirement of TSO C39b\TSO127 or latest)		
24.		Width Between Arms: 18-inch min.		
25.		Vendor shall clearly mention dimension along with the proposal. Refer Schematic 1& 2.		

		Other dimensions shall be clearly mentioned in form of drawing.		
	1.3.3	**Features**		
26.		Leg rest: preferably required.		
27.		Head rest: required		
28.		Recline: The seats shall have provision for recline min 5 inches with a passenger-adjustable locking provision to fix the seat recline at desired position.		
29.		Fixed armrest and in-arm mounted food tray.		
30.	**1.3.4**	**Seat Structure:** The seat comprise of basic structure, upholstery, restraint system.		
	1.3.5	**Upholstery**		
31.		• Upholstery and cushion to be provided wherever occupant is in contact after seating e.g. backrest armrest, leg rest, seat pan etc.		
32.		• The seats shall have preferably provision for storage of magazine/safety cards on sideward preferably.		
33.		• Color options available for each type of passenger seats shall mentioned by supplier.		
34.		• **Cushion material and dimension:** Vendor shall clearly mention type of material used for seat cushion and upholstery in the proposal. All material used should conform to fire resistant criteria specified in FAR 23.853/25.853 or equivalent.		
35.		• In addition to this vendor shall clearly mention thickness and dimension of cushions/upholstery.		
36.		• Vendor/ Part number of cushion material to be specified separately.		
	1.3.6	**Restraint**		
37.		• Vendor shall clearly mention part number of restraint system and provide TSO certificate.		
38.		• The restraint system shall be two-point harness system approved as per TSO C22f or latest.		
39.		• Minimum Length of Seat belt should be 62 inches.		
40.	**1.3.7**	Restraint Length Extender : Min length of extender seat belt should be 25 inches supplied along with each seat.		
41.	**1.3.8**	Life Vest Stowage The seat shall be fitted with a legibly marked life-vest pocket for secure storage of life vest of minimum size 10”x 6”x 3” (254 x 152x 76 mm) below the seat.		
42.	**1.3.9**	Weight : Preferably below 45 Kg		
		Load Factor:		
		Upward 3,0 g Downward 7,0 g		

43.	**1.3.10**	Sideward 4,0 g Forward 9,0 g Rearward 1,5 g		
44.	**1.3.11**	Service life for each type of passenger seats shall mentioned by supplier.		
45.	**1.312**	Storage life for each type of passenger seats shall mentioned by supplier.		
46.	**1.3.13l**	Environmental Qualification for each type of passenger seats shall be mentioned by supplier.		
	2	**APPROVAL**		
47.		All seats need to be EASA / FAA /DGCA (India) approved according to TSO C39b or latest.		
48.		Copy of TSO/ETSO/ITSO or equivalent along with DDP and other relevant documents need to be provided.		
49.		Seats shall be supplied with Form-1/Form-8130/equivalent.		
50.		Vendor shall supply CMM along with each supply.		

Authorised signatory of the Bidder
with Designation and Company Seal