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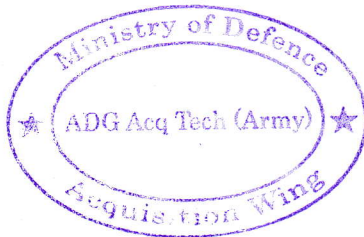
16 Dec 2021

(Vendor Concerned)

**CLARIFICATION ON PRE-BID QUERIES : QUANTITY 220 AIR DEFENCE GUNS AND
AMMUNITION UNDER BUY AND MAKE (INDIAN) CATEGORY**

Dear Sir/Madam,

1. Reference is made to Request for Technical and Commercial Proposal for procurement of **Quantity 220 Air Defence Guns And Ammunition under Buy and Make (Indian) Category** issued vide this office letter No **75961/GS/WE/AD Guns & Amn/RFP dated 14 Oct 2021** and your queries thereof.
2. Clarifications on queries raised during pre-bid meeting held on **25 Nov 2021** are forwarded herewith as per **Appendix** attached for your further necessary action.
3. **No further clarification on RFP will be entertained till submission of offers.**
4. Please acknowledge receipt of this letter.



Yours faithfully,

SK Patnaik

(SK Patnaik)
Colonel
Director D
O/o ADG Acq Tech (Army)

Enclosure: As above.

PRE – BID QUERIES: PROC OF AIR DEF GUN & AMN

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
|--|---|------------------------------------|--|
| <u>M/s MERLINHAWK AEROSPACE</u> | | | |
| 1. | What technical data will be provided with respect to the in-service Radars and by when? | Para 8 (b) of Appendix A | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| 2. | PI define “Effective Engagement”. | Not Referred | Please refer to Para 15 (b) of Appendix A of RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s BHARAT ELECTRONICS LTD, CHENNAI</u> | | | |
| 1. | More explanation required in ammunition loading. | Para 15 (a) of Appendix A | (a) Please refer to Para 15 (a) of Appendix A of RFP. (b) It is clarified that automatic ammunition loading means automatic loading of subsequent rounds (without manual intervention) in the feeding system of the gun after the initial load. |
| 2. | Clarification required for reloading of gun with rounds for minimum 5 effective engagements (min 35 rounds) should be completed within 10 minutes and should be possible with two or less personnel. | Para 15 (e) of Appendix A | As per Para 15 (e) of Appendix A of the RFP. |
| 3. | In service Fire Control Radar details. | Para 8 (b) of Appendix A | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| 4. | Hit probability of 0.6 in one effective engagement - clarification in terms of no of rounds on what type of target. | Para 19 of Appendix A | Will be clarified during Pre-Trial Meeting. |
| 5. | Spares (MRLS) to be provided for 2 or 4 years. | Para 3 of Appendix E | 4 Years as given at Para 3 (a) of Appendix E of RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s BHARAT ELECTRONICS LTD, BANGLORE</u> | | | |
| 1. | What is the definition of Standard and Advanced ammunition? | Page No 1, Para 2 | Please refer to Para 8 (c) and Para 15 (c) of Appendix A of the RFP. |
| 2. | Whether BEL can submit two different solutions with 2 commercial offer. If both are accepted then which one will be considered for L1 evaluation? | Page No 2, Para 5 | Pl ref to Para 5 of the Covering Letter of the RFP. |
| 3. | Whether Indigenous Content (IC) is collectively greater than 50% under MAKE category, for both AD Gun and Ammunition? | Page No 7, Para 7 | (a) Ref Para 21 (c) of Chapter I of DAP-2020, IC Content will be min 50% of Make Portion of the Contract less taxes and duties. (b) Ref Para 3 (d) of Covering Letter of RFP. |
| 4. | Whether first lot refers to training of first batch of Quality Assurance personnel? | Para 16, Note (iii) | As mentioned at Note (iii) of Para 16 of RFP. It is clarified that 'First Lot' refers to training of first batch of Operators and Field Repair Technicians. |
| 5. | Will submission of Indemnity Bond in lieu of Rs 25 Crores as Integrity Pact Bank Guarantee (IPBG) be acceptable, since M/s BEL is a Defence PSU? Also whether BEL has to sign Pre Contract Integrity Pact at the time of submission of Technical and Commercial offer? | Para 20 | (a) M/s BEL is participating in a multi-vendor case with private vendors. Hence, it is required to submit all Bank Guarantees. (b) M/s BEL is required to sign PCIPat the time of submission of Technical and Commercial Offer. |

| Ser No | Queries of Vendors | Ref to RFP By Vendor | Proposed Response |
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| 6. | Whether details w.r.t LCSC has to be provided along with this offer. If so, then this will not be part of L1 evaluation as there is no mention of LCSC in the Price Bid Format at Page 66. | Para 35 | (a) As per Para 35 of RFP. Details of LCSC are to be provided along with the Technical and Commercial Bids. (b) As per Para 57 (b) of RFP L1 determination is based on Price Bid Format at Appendix H to RFP. (c) Since LCSC is not included in Appendix H, it will not be part of L1 determination. |
| 7. | How much quantity of Standard Ammunition and Advanced Ammunition is estimated for Field Trials? | Para 39 | As per Para 39 & Appendix L of RFP. |
| 8. | Whether ammunition for 30 engagement cycles is sufficient for each Gun and what is the qty envisaged for Standard and Advanced Ammunition? How many additional ammunition is required by DGQA for QA/QC tests? | Para 39 | As per Para 39 & Appendix L of RFP. |
| | Whether one AD Gun is sufficient for trial evaluation? What is the timeline to offer one or two AD Gun and Ammunition for trial evaluation? | | As per RFP |
| | Whether these AD Guns will be saleable version and covered under Qty 220 Nos? | | Please refer to Para 8 of RFP |
| 9. | Whether 'In-Service' Gun Towing Vehicle is to be supplied by vendor along with AD Gun? Kindly specify the 'In-Service' Gun Towing Vehicle. | Para 8 (a) of Appendix A | (a) NO, 'In service' towing vehicle is not to be supplied by the vendor. (b) Buyer will provide the 'In Service' towing vehicle (HMV (6x6) Gun Towing Vehicle). |

| Ser No | Queries of Vendors | Ref to RFP By Vendor | Proposed Response |
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| 10 | Kindly specify the 'In-Service' Fire Control Radar. Interface details shall be provided by the Buyer. | Para 8 (b) of Appendix A | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| 11 | Specify the max speed of in-service target system. | Para 10 (a) of Appendix A | Will be specified during Pre-Trial Meeting. |
| 12 | Additional details are required to distinguish between Programmable and Non-programmable Ammunition. | Para 15 (c) of Appendix A | Programmable ammunition means round to round programming. Your attention is also drawn to Para 8(c) and 15 (c) of Appendix A of RFP. |
| 13 | Does it mean more than 35 rounds should be stowed on the gun? Please elaborate the meaning of stowage of ammunition on the gun. | Para 15 (d) of Appendix A | Please refer to Para 15(d) of Appendix A of the RFP. There should be adequate ammunition stowage (quantity of ammunition on the gun) for more than five effective engagements. |
| 14 | How many number of re-loadings are permitted during the firing? | Para 15 (e) of Appendix A | Para 15 (e) refers to reloading of gun for completion of five effective engagements. It is clarified that no reloading is permitted till completion of five effective engagements. |
| | Does reloading of gun means on-board or in the feeding system of the gun? | | It is clarified that reloading of gun means rounds in the feeding system of the Gun. |
| 15 | “Continuous fire” of five effective engagements without barrel change means no reloading of ammunition in the feeding system until five effective engagements are completed. Kindly confirm. | Para 18 (c) of Appendix A | As per RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 16 | (a) Will this parameter be tested with 'in-service' fire control radar for hit probability? | Para 19 of Appendix A | Para 19 of Appendix A will be evaluated using EOFCS . |
| | (b) What would qualify as a "Hit"? | | Aspect will be explained during Pre-Trial Meeting. |
| | (c) Kindly elaborate the methodology for evaluating and calculating the hit probability of 0.6. | | Aspect will be explained during Pre-Trial Meeting. |
| 17 | Detailed specifications of EOFCS to be provided by the Buyer. | Para 20 of Appendix A | Please ref to Para 20 of Appendix A of RFP. |
| 18 | For 'O' Level, the scaling of each line items will be in multiple of qty 11. | Para 1 (a) of Appendix E | Confirmed. |
| 19 | For 'D' Level, the scaling of each line items will be in multiple of qty 01. | Para 1 (b) of Appendix E | Confirmed. |
| 20 | (a) Whether target system will be provided by user at free of cost? | Para 2 (c) of Appendix F | As per Para 2 of Appendix F of RFP. Target to be provided by the vendors. |
| | (b) Kindly provide the specifications of target system? | | Will be clarified during Pre-Trial Meeting. |
| | (c) How many no. of target system is estimated during evaluation? | | Will be clarified during Pre-Trial Meeting. |
| 21 | Detailed Trial Methodology shall be provided well in advance for preparation of Technical & Commercial Proposal. | Not Referred | Aspect will be explained during Pre-Trial Meeting. |
| 22 | M/s BEL being DPSU, whether Indemnity Bond is acceptable in lieu of Bank Guarantee. | Para 1.3.3 of Appendix G | M/s BEL is participating in a multi-vendor case with private vendors. Hence, it is required to submit all Bank Guarantees. |
| 23 | Reimbursement of taxes and duties should be applicable at actual at the time of delivery and not whichever is lower. | Para 1.4.7 of Appendix G | As per Para 1.4.7 of Appendix G of the RFP i.e. reimbursement will be as per the rates, whichever is lower. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 24 | Whether Basic Customs Duty on input material is exempted? | Para 1.3 of Appendix G | Vide Ministry of Finance (MoF) Notification No 19/2019 to be read with MoF Notification No 03/2020, DPSUs were exempted from the customs duty for certain items. A DPSU will be eligible for exemption from BCD on input material if the equipment under consideration is enlisted in the items mentioned vide MoF Notification No 19/2019. Further, there is no exemption on Basic Customs Duty (BCD) for any private vendor. |
| 25 | Reimbursement of taxes and duties should be applicable at actual at the time of delivery and not whichever is lower. | Note | As per Para 1.4.7 of Appendix G of the RFP i.e. reimbursement will be as per the rates, whichever is lower. |
| 26 | Force Majeure should also include epidemic/pandemic and other such act of GOD. | Para 5.2 of Appendix J | As per Para 5.1 to 5.3 of Appx J to RFP. |
| 27 | Is ammunition requirement for Proof tests as mentioned in 'Appendix L' to be considered for all the 220 guns (works to qty 192 x 220 = 42,240 rounds) under bidder's scope, which will be in addition to the 141576 ammunition as deliverables ? | Appendix L | It is clarified that the ammunition required for Proof Test will be in addition to the deliverables and will be paid by the vendor. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s LARSEN & TOUBRO</u> | | | |
| 1. | <p>As per Note (a) at Annexure I to Appendix B to Chapter I of DAP-2020 states that :</p> <p>Base Exchange Rate will be Selling Rate of Parliament Street Branch of State Bank of India, New Delhi as on the last date of submission of bid.</p> <p>Kindly confirm that Base Exchange Rate will be TT Selling Rate of Parliament Street Branch of State Bank of India, New Delhi as on the last date of submission of main technical bid and first commercial bid.</p> | Part-I, Para 7 | <p>(a) As per Para 1(iv) of Annexure I to Appendix G of RFP clearly states that the “Base exchange rate will be the BC Selling Rate of the Parliament Street Branch of SBI, New Delhi”.</p> <p>(b) As per Para 1(iv) of Annexure I to Appendix M of the RFP, ERV reckoning date will be the last date of submission of commercial bids as per RFP. Last date of submission of bid is indicated at Para 25 of the RFP. It is confirmed that ERV reckoning date is same as date of submission of bid.</p> |
| 2. | We understand that the obsolescence management plan is to be submitted along with the technical bid and the modalities of the mechanism for intimation of notification to be deliberated during CNC and the mutually agreed mechanism to be part of the contract. Please confirm. | Part-I, Para 14 | As per Para 14 of Part I of RFP |
| 3. | Please confirm when will be the LCSC proposals will be sought? | Part-II, Para 35 | As per Para 35 of RFP. |
| 4. | What is the time period for which manufacturer is required to provide oils and lubricants necessary for servicing within the price offered in commercial proposal? | Para 1(a)(iii)(ac) of Appendix E | <p>(a) As per Para 4 of Appendix C of RFP.</p> <p>(b) Compete warranty period.</p> |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 5. | We understand that cost of MRLS is to be provided only in Commercial Proposal and not Technical Proposal. Kindly confirm. | Para 3(a) of Appendix E | Confirmed. Cost of MRLS to be included in the Commercial Proposal only. |
| 6. | Please confirm if the IETM is preferable or mandatory? In case IETM is preferable, is there any additional weightage for L1 calculation for the bidders providing IETM. | Para 5 of Appendix E | As per Para 8 of Annexure III to Appendix E of RFP, IETM is to be provided by vendor. |
| 7. | We understand that the details of other OEMs are to be submitted only by the L1 Bidder during the CNC stage, please confirm. | Para 6 of Appendix E | As per Para 6 of Appendix E of RFP, |
| 8. | (a) Please provide the expected duty cycle for providing the likely consumption rate of spares. | Para 12 of Annexure I to Appendix E | As per manufacturers recommendation |
| | (b) As the table format for providing MRLS in Annexure I to Appendix E, does not have provision to include likely consumption rate of spares and MTBF, should new columns be added to MRLS format to cater for likely consumption rate of spares and MTBF? | | If Bidder wants to provide additional information pertaining to MRLS, the same may be appended at the 'Remarks' column of the format given at Annexure I of Appendix E of RFP. |
| 9. | Please confirm if ITEM is to be read as IETM? | Ser. No. 8 of Annexure III to Appendix E | As per Para 6 of Annexure III to Appendix E of RFP, Typographical error. For ITEM Read IETM. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 10. | Please confirm the applicable table or part of JSS 55555/ JSS 5855-11: 2019 (Rev 1)/ JSG 0102/ CQA(L) specifications, according to which the DGQA evaluation will be carried out. | Para 12 of Appendix F | <p>(a) <u>Radar & System.</u> As per JSS 55555 Table 3.4, clause L3 category.</p> <p>(b) <u>Electronics.</u></p> <p>(i) Power systems & Navigation System.</p> <p>(ii) DG Set (Auxiliary Power Unit) CQAL(L) 640B.</p> <p>(c) <u>Batteries.</u></p> <p>(i) Preferably in service.</p> <p>(ii) In case of not in service Batteries, CQAL/ vendors specification.</p> <p>(d) Battery chargers, UPS/ inverter & Navigation system (Though configuration of LRUs not mentioned). JSS 55555 : 2012</p> <p>(i) Table L2A for partially protected LRUs</p> <p>(ii) Table L3 for exposed LRUs.</p> <p>(As applicable for the main system).</p> <p><u>Ammunition.</u> Environmental Testing in respect of ammunition are carried out as per JSG 0102 generally. Following some of Environmental Tests mentioned in JSG 0102, may be considered during evaluation of ammunition under procurement :</p> <p>(a) Impact(verticle) test.</p> <p>(b) Bounce (Transport simulation) / travel test.</p> <p>(c) Vibration Test,</p> <p>(d) Hermitical sealing test / Air Tightness Test etc.</p> |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 11. | We understand that, the APBG will be proportionately and automatically reduced until full extinction along with and prorata to value of each delivery, as evidenced by corresponding copy of tax invoice associated with dispatch. | Para 1.4.1 of Appendix G | It is to be evidenced by corresponding copy of document proving delivery and invoices of goods / services supplied / provided i.e. as per Para 1.4.1 of Appendix G of the RFP. |
| 12. | In GST regime, the supplier is required to generate E-invoice containing QR code duly validated from Government GST portal and the invoice so generated gets registered on the GST portal. Therefore, GST invoice itself a statutory document and to be treated as a sufficient document for proof of payment. Kindly confirm. | Para 1.4.2.7 of Appendix G | (a) As is being followed in preceding contracts (Tax invoice & proof of payment of taxes). (b) GSTR alongwith tax invoice shall be required as proof of payment of taxes. |
| 13. | (a) GST rates are subject to changes due to changes in Government policy or changes in interpretation with respect to such taxes and hence GST should be reimbursed at the rate as applicable at the time of supply of goods or services. Kindly confirm. (b) Kindly refer Honourable Allahabad High Court's Judgement in case of M/s. Bharat Forge Limited vs. the Principal Chief Materials Manager, Diesel Locomotive Works dated 18 Dec 2020 (enclosed herewith), we request you to kindly provide us the HSN classification and applicable GST rate for the deliverables mentioned in price bid. | Para 1.4.7 of Appendix G | As per Para 1.4.7 of Appendix G of the RFP i.e. reimbursement will be as per the rates, whichever is lower. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 14. | <p>(a) Please confirm that the BC selling rate is same as TT sell rate</p> <p>(b) Please confirm that ERV reckoning Date is same as last date of submission of the first commercial bid along with technical bid.</p> | Para 1(b)(iv) of Annexure I to Appendix G | <p>(a) Para 1(iv) of Annexure I to Appendix G of RFP clearly states that the “Base exchange rate will be the BC Selling Rate of the Parliament Street Branch of SBI, New Delhi”.</p> <p>(b) As per Para 1(iv) of Annexure I to Appendix M of the RFP, ERV reckoning date will be the last date of submission of commercial bids as per RFP. Last date of submission of bid is indicated at Para 25 of the RFP. It is confirmed that ERV reckoning date is same as date of submission of bid.</p> |
| 15. | <p>(a) Kindly confirm if the cost of ammunition is to be provided under Sr. 1 (A) of price bid format.</p> <hr/> <p>(b) GST rates are subject to changes due to changes in Government policy or changes in interpretation with respect to such taxes and hence GST should be reimbursed at the rate as applicable at the time of supply of goods or services. Kindly confirm.</p> | Para 2 of Appendix H | <p>(a) Confirmed. Since, the ammunition also forms part of the proposal, its cost also needs to be indicated under Ser No 1(a) of the price bid format given in RFP.</p> <hr/> <p>(b) As per Para 1.4.7 of Appendix G of the RFP i.e. reimbursement will be as per the rates, whichever is lower.</p> |
| 16. | Being a Buy & Make (Indian) program with Indian companies as bidders, the State parties of seller is the Indian Government. Accordingly, any future acts of Govt which affects the discharge of seller's obligation would need to be treated as force majeure since vendor cannot control it. Kindly confirm. | Para 5.3 of Appendix J | As per Para 5.3 of Appendix J of the RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 17. | Kindly confirm whether, a Director of the Company who has the same power as the Chief Executive Officer can sign the Pre-Contract Integrity Pact. | Para 7.1(f) of Appendix J | As per RFP |
| 18. | We understand that the ammunition required for test of the AD guns during PDI/ JRI will be drawn from the ammunition supplied as part of deliverables of the RFP and supplier will not be required to supply any additional ammunition for PDI / JRI of each AD gun. Kindly confirm. | Para 6 of Appendix L | Please refer to Para 25(c) of Appendix L |
| 19. | <p>In order to ensure satisfactory performance under all trial conditions, it is imperative that the same equipment be tested in plains/deserts, High altitude area trials and also in MET trials.</p> <p>Also, it requires considerable investment to field two guns for No Cost No Commitment trials.</p> <p>Considering this, it is suggested that vendors be allowed to field only one gun system instead of two.</p> | Para 2(a) of Appendix F | As per RFP |
| 20. | (a) In a pre-loaded gun feeder / hopper, is there any requirement of automatic selection of ammunition type (standard / smart) while engaging a target? | Para 15 (a) of Appendix A | No. As per RFP. |
| | <p>(b) Is the Auto-Loader mechanism along with the Hopper (8 / 16 rounds) of existing in service L-70 system compliant with this requirement of automatic ammunition loading facilities?</p> <p>(c) If the Auto-loader mechanism of existing in-service L70 system is compliant to this RFP requirement, then barring requirement of smart / advance ammunition, all parameters of RFP are completely satisfied by existing in-service upgraded L70 gun. Would it be allowed to field the same upgraded-L70 system with additional feature of smart ammunition under this RFP for replacement of 'in-service' guns?</p> | | Evaluation of all participants equipment will be conducted as per laid down criteria in the RFP and compliance established accordingly. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 21. | (a) We understand that One effective engagement comprises 7 rounds OR engagement for 2 seconds, whichever is higher. Please confirm? | Para 15 (b) of Appendix A | (a) As per Para 15 (b) of Appendix A of the RFP. |
| | (b) What is the minimum number of 'ready to fire' rounds without reloading? (Minimum number of engagements is not listed). | Para 15 (e) of Appendix A | (b) Para 15 (e) refers to reloading of gun for completion of five effective engagements. No reloading is permitted till completion of five effective engagements. |
| | (c) From Appendix A para 15(e) and Appendix L, para 19, we understand that minimum 5 engagement cycles are required to be fired without reloading (no manual intervention). Thus we infer & understand that a minimum 35 number of rounds are required in ready to fire condition. Please confirm. | Para 15 (e) of Appendix A | (c)It is clarified that reloading of gun means rounds in the feeding system of the Gun. |
| | (d) Please define manual mode and Auto mode? | Para 19 (b) of Appendix L | (d) The ibid clause refers to Para 19 (b) of Appendix L (Draft ATP). It is clarified that only for ATP, the Manual mode will refer to firing using EOFCS from gun and Auto mode will refer to firing from Radar. |
| 22. | (a) In case any bidder offers an associated optional equipment, how should the commercials for the optional equipment be submitted (since there is no row provided for the same in the price bid format at Appendix H para 2)? | Para 30 of Part II | The commercials for optional equipment should be listed separately. |
| | (b) Also please confirm that L1 evaluation would be on the basis of equipment cost without the cost of optional equipment, provided the base equipment meets the requirement of RFP. | Para 30 of Part II | Confirmed. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 23. | (a) During firing from 'in service' fire control radar, is the gun required to be unmanned. Please confirm. | Para 8(b) of Appendix A | To be clarified during Pre-Trial Meeting. |
| | <p>(b) Please clarify which in-service radars are required to be interfaced with Gun as per the RFP requirement.</p> <p>(c) Please clarify, which in-service radar will be used for trials, and provide the protocol Interface Control Document for interfacing the Radar with the Gun.</p> <p>(d) Please confirm that Radar will be made available 6 months in advance for carrying out integration for trials.</p> | Para 8 (b) of Appendix A | <p>In service Radars – Flycatcher & ADFCR(G)</p> <p>Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids.</p> |
| | <p>(e) Please confirm, if while firing from 'in service' fire control radar, the ballistics and lead angle corrections are provided by the radar? Please note that the overall accuracies and system performance will be determined by the Radar accuracies. In such case, how can the performance of gun be determined?</p> <p>(f) Further, since the ballistics and lead angle corrections are fed from in-service Fire control Radar, we understand that necessary data for computations and programming of various modes of Smart ammunitions will also be provided by the Radar. Please confirm.</p> <p>(g) It is understood that the in-service radars will have necessary meteorological equipment and hence not required to be provided on the Gun. Please confirm.</p> | Para 8(b) of Appendix A | To be clarified during Pre-Trial Meeting. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 24. | We understand that evaluation of hit probability will be on the basis of multiple engagement trials (3 out of 5). This being a critical parameter to evaluate the system reliability and accuracies, we request that this aspect be amplified and finalized before submitting proposal. | Para 19 of Appendix A | To be clarified during Pre-Trial Meeting. |
| 25. | It is understood that suspension / debarment by MoD would be applicable as on date of RFP issue. Please confirm. | Para 5(a) of Part I | The undertaking to be as on Date of Bid submission |
| 26. | (a) Kindly provide details of in-service target system to be provided by vendors for trials. (b) For level playing field, the target system and its performance during trials have to be uniform for all vendors. | Para 2 (c) of Appendix F & Para 10 of Annexure I to Appendix F | Details will be provided at Pre-Trial Meeting. |
| | (c) It is proposed that Buyer provides and operates the target system for all vendors during trials. | | As per Para 2 of Appendix F of RFP. |
| 27. | Kindly clarify the start and end states of the system for "Into action" and "Out of action" drills. | Para 6 of Annexure I to Appendix F | Time from 'Travelling Position with vehicle' to 'Firing Position' and vice versa. |
| 28. | Kindly specify what the "adequate tracking range" EOFCS system is. | Para 20 (c) of Annexure I to Appendix F | As per Para 20 (c) of Appendix A of RFP. |
| 29. | Kindly specify the duty cycles for 'normal operation' and 'Effective Engagement' for verifying battery capacity. | Para 21 of Annexure I to Appendix F | As per Para 21 of Appendix A of RFP. It is clarified that during 'normal operation' the system / sub system of Gun should remain 'Switched on' / at 'Stand by' mode such that Gun should be brought upto ready to engage / 'engagement mode' in a quick time frame. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 30. | Kindly specify 'In service' gun towing vehicle, and interface details (tow-hook and pneumatic system). | Para 8(a) of Appendix A | (a) Buyer will provide the 'In Service'. Towing vehicle (HMTV (6x6) Gun Towing Vehicle). (b) Details will be shared post submission of bids. |
| 31. | Kindly elaborate on the list of tests that will be conducted in plains/desert and at HAA. | Para 8 of Appendix F | To be confirmed during Pre-Trial Meeting. |
| 32. | Kindly elaborate how the effective range (4000m) & height (2500m) against air targets and range (2000m) at ground target will be verified. | Para 9 (b), (c) & Para 11 of Annexure I to Appendix F | To be confirmed during Pre-Trial Meeting. |
| 33. | (a) Para 15(b) & 19 of Annexure I to Appendix F are contradictory. Effective engagement is defined as 7 rounds or more for minimum 2 seconds. Hence number of rounds per engagement will be a function of rate of fire of the gun. Therefore, number of rounds given to all vendors should be as per rate of fire. Kindly clarify. (b) Kindly also clarify the statement - "number of rounds per engagement to be finalised prior to trials". | Para 15 (b) & Para 19 of Annexure I to Appendix F | To be confirmed during Pre-Trial Meeting. |
| 34. | We require support of Indian Army for (a) End Use Certificates and other documentation for Imports (b) Allocation of Ranges for internal firing trials. (c) Ammunition handling and storage | General | (a) Exact requirement to be raised and as per laid down procedure, the same will be provided. (b) Allotment of Range will be as per laid down SOP (available online at www.makeinindia.gov.in/policies) (c) Ammunition handling and storage will be facilitated during FET. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s TATA ADVANCE SYSTEMS LIMITED</u> | | | |
| 1 | Can all types of Case Telescopic ammunition which is a futuristic ammunition be treated as "Special Ammunition" and be exempted from indigenous manufacture? | Para 2 of Cover Page | As per Para 2 of RFP |
| 2 | Is it necessary for each vendor to offer two guns for NCNC trials or is it acceptable if availability of adequate spares of all types are ensured to keep the gun serviceable at all times during the trials? | Para 39 of Part-II | As per RFP |
| 3 | Please elaborate the testing methodology for engagement of targets during NCNC trials. | Para 10 of Appendix A | To be confirmed during Pre-Trials Meeting. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s BHARAT FORGE LIMITED</u> | | | |
| 1 | (a) Methodology along with the procedures for extension of shelf life can only be provided post contract. (b) Max extendable shelf life can be provided under OEM specified conditions. | Para 12 of Part -I | To be provided during CNC. |
| 2 | <u>Def Export License</u> . License exists as on date and on L1 declaration, manufacturing ToT would be obtained thereby ensuring continuity of supply on signing of contract. | Para 18 of Part- I | As per DAP 2020. |
| 3 | <u>Critical Technologies</u> . Elaborate : does it mean 'hardware or software or both? | Para 21 (a) (ii) of Part –I | Please refer to Para to 21 of the RFP &DAP 2020. |
| 4 | Should the bidder be contemplating any upgrades or modifications to the equipment being offered, the details should regarding these should be included in the Technical Proposal. Elaborate with a possible case. | Para 30 of Part -II | As per RFP. |
| 5 | <u>Field Evaluation</u> . (a) Elaborate which platform or facilities will be provided free of cost (other than the ranges for internal trials and FET). (b) Will trial methodology specify target types and ammunition to be used against each? | Para 34 of Part-II | (a) As per Para 34 of RFP during FET (only). (b) To be clarified during Pre-Trial Meeting. |
| 6 | Clarify the purpose of 02 guns. Is it for simultaneous conduct of various trials? (b) Further, 25 effective engagements by each gun has been stated, implying a total of 50 engagements with adequate redundancy of 5 addl engagements. For estimation of reqd nos of different types of amn, these engagements should be defined. | Para 39 of Part-II | (a) Confirmed, for simultaneous conduct of trials (b) Each gun means, by each vendor and not two guns |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 7 | Elaborate Equipment / assemblies / sub- assemblies that will be subjected to environmental tests. For others, conformance certification by OEM will be provided | Para 40 (b) of Part –II | Will be specified during Pre Trial meeting. |
| 8 | Elaborate EMI/EMC evaluation (review of report OR physical conduct of tests, as mentioned in App F, paras 15-19). Kindly confirm test facilities available at ACE, Mhow and other test locations. | Para 40 (d) of Part-II | Will be specified during Pre Trial Meeting. |
| 9 | (a) Confirm HAA trials location and scope of trials for accurate estimation of ammunition required. | Para 1 of Appendix A | (a) To be clarified during Pre-Trial Meeting. |
| | (b) Confirm facility will be provided for storage of ammunition that will be imported for both internal trials and FET. | | (b) As per para 34 of RFP. Ammunition storage will be facilitated for FET. |
| 10 | Share physical dimensions of 'in service' aircrafts and ships envisaged be deployed for mobilisation of guns. | Para 2 (c) of Appendix A | <p>(a) As per Para 2(c) and Para 3 of Appendix A of the RFP.</p> <p>(b) It is clarified that the gun should meet the ODC requirements as specified at Para 3 of Appendix A of RFP.</p> <p>(c) It is clarified that Para 2(c) refers to other requirements for transportation by aircrafts/ ships such as Lashing, Hauling by Crane etc.</p> |
| 11 | Op Alt. Confirm that the auxiliary generator should also qualify this condition. | Para 4 of Appendix A | Confirmed. (All LRUs shall undergo DGQA Evaluations). |
| 12 | Confirm that it does not include alignment with fire control radar. | Para 6 of Appendix A | Confirmed. |
| 13 | Provide details of 'in service' gun towing vehicle (load capacity, pneumatic connections, hook, electrical interface etc). | Para 8 (a) of Appendix A | <p>(a) Buyer will provide the 'In Service' towing vehicle (HMTV (6x6) Gun Towing Vehicle).</p> <p>(b) Details will be shared post submission of bids.</p> |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 14 | (a) Share interface details (ICD) of 'in service' fire control radar. | Para 8 (b) of Appendix A | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| | (b) When is integration of gun with fire control radar envisaged? Detailed Trial Methodology states that it would be preferably evaluated. | Para 8 (b) of Appendix A | To be clarified during Pre-Trial Meeting. |
| 15 | Elaborate evaluation criteria for programmability of smart/ advance ammunition | Para 8(c) & 19, Para 15 (c) of Appendix A | To be clarified during Pre-Trial Meeting (Programmable ammunition means round to round programming). |
| 16 | Specify requirements such as minimum physical size, RCS, speed, altitude etc., especially for targets, in case they have to be arranged by vendors for FET. Also refer ser 28 below | Para 10 (b) of Appendix A | To be clarified during Pre-Trial Meeting. |
| 17 | Elaborate PASS/FAIL criteria for ground firing. | Para 11 of Appendix A | To be clarified during Pre-Trial Meeting. |
| 18 | Confirm provision of GPS on the gun. If so, integration with IRNSS will be provided. | Para 14 of Appendix A | As per Para 14 of Appendix A of RFP. |
| 19 | (a) Programmable ammunition with self-destruct capability(Pre-Fragmented Programmable Proximity Fuze/AHEAD or similar ammunition, Air Burst. Ammunition or PFFC will not be considered as programmable ammunition). The comma should be replaced with full stop. | Para 15 (c) (i) of Appendix A | (a) Para 15 (c) to be read in conjunction with 8(c) Appendix A of RFP. |
| | (b) Evaluation criteria for programmability of smart / advance ammunition (real time in gun) should be defined query at serial 15 above is also related. | | (b) To be clarified during Pre-Trial Meeting. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 20 | Specify slant range, speed, physical size, RCS of target and crossing parameter for desired hit probability | Para 19 of Appendix A | To be clarified during Pre-Trial Meeting. |
| 21 | (a) Define 10hrs normal operation and 20 effective engagements. | Para 21 of Appendix A | As per Para 21 of Appendix A of RFP. It is clarified that during 'normal operation' the system / sub system of Gun should remain 'Switched on' / at 'Stand by' mode such that Gun should be brought upto ready to engage / 'engagement mode' in a quick time frame. |
| | (b) Specify 'Adequate digital indicator'. | | (b) As per Para 21 (d) of Appendix A of RFP. |
| 22 | Specify relevant portion of JSS 55555 - Classification L1 of L2H ? | Para 24 (a) of Appendix A | (a) <u>Radar & System.</u> As per JSS 55555, clause L3 category. (b) <u>Electronics.</u> (i) Power systems & Navigation System. (ii) DG Set (Auxiliary Power Unit) CQAL(L) 640B. (c) <u>Batteries.</u> (i) Preferably in service. (ii) In case of not in service Batteries, CQAL/ vendors specification. (d) Battery chargers, UPS/ inverter & Navigation system (Though configuration of LRUs not mentioned). JSS 55555 : 2012 (i) Table L2A for partially protected LRUs (ii) Table L3 for exposed LRUs. (As applicable for the main system). |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 23 | Specify Humidity conditions (earlier query at ser 22 above is also related). | Para 8 of Appendix C | Specified at Para 1 of Appendix A of RFP. |
| 24 | Specify Operational profile of the gun system for accurate estimation of spares and essential maintenance. | Para 33 of Appendix E | As per manufacturers recommendation |
| 25 | Specify JSG/Guide for Technical Manuals. | Para 5 (b) of Appendix E | (a) As per Note (vi) to Annexure III to Appendix E of RFP : (i) <u>Radar & System</u> . As per JSG 0251-01. (ii) <u>Electronics</u> . JSS 0251:2015 |
| 26 | Clarify the purpose of 02 Guns. Is it for simultaneous conduct of various trials? Earlier query at ser 6 is also related. | Para 2 (a) of Appendix F | Confirmed, for simultaneous conduct of trials |
| 27 | 25 effective engagements by each gun has been stated, implying a total of 50 engagements with adequate redundancy of 5 additional engagements. For estimation of required nos. of different types of ammunition, these engagements may be defined. Earlier query at ser 6 is also related. | Para 2 (b) of Appendix F | As per Para 39 of RFP. Refer answer to query at Ser 6 at Page No. 19 |
| 28 | (a) Provide specifications of target system and nos. required for evaluation. It is opined that for providing a level playing field, a common target system should be used for evaluation and it may not be appropriate for each vendor to get their own target system. (b) Further, different vendors may not be able to procure the same target system, even if specified. | Para 2 (c) of Appendix F | To be clarified during Pre-Trial Meeting |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 29 | Clarify the statement. Does it mean a vendor is free to select the rate of fire and length of salvo (no. of rounds) to achieve desired hit probability. | Para 15 (b) of Annexure I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 30 | Define target for evaluating hit probability and also define what a 'Hit' is. The remark here is related to the earlier remark at ser 20. | Para 19 of Annexure I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 31 | Kindly clarify if the temperature is to be between -20C ⁰ to -10C ⁰ , how the vendor certification can be given for further lower temperature. | Para 24 (b) Annexure I to of Appendix F | The following is clarified:- (a) Vendor certification is required from minus 25 ⁰ to minus 20 ⁰ . (b) Trials for Temperature between minus 20 ⁰ to minus 10 ⁰ . |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s Adani</u> | | | |
| 1 | Requirement to field two AD Gun is a change from the multiple interaction with the buyer during formulation of the RFP. The Gun solution required by customer is very specific and needs to be designed and produced as per the RFP. Readymade gun solution meeting all the requirement does not exist. Production of 2 guns will be time consuming and increase the cost of participation in the program exponentially. It is requested that the requirement of fielding 2 guns for NCNC trials be re-evaluated. All the parameters of the RFP can be checked on a single gun. | Para 2 (a) Appendix F | As per RFP |
| 2 | Would request the buyer to specify the expected time between completion of TEC and start of FET. A realistic timeframe between clearance of TEC and start of FET must be given in which the participants can manufacture a fully compliant solution, import it into India (by Sea), carry out internal validation and make required improvements, if any prior to commencement of trials. | Time gap between TEC and FET | As per Appendix L to Chapter-II of DAP 2020. |
| 3 | Internal validation of the gun solution will be required to be carried out in India before fielding equipment for the FET. We will need the support from the buyer during internal validation in terms of : (a) Field firing ranges. (b) Ammunition Storage. (c) In service fire control radar. (d) In service prime mover. (e) C&R etc. | Para 34 of Part-II Internal Validation | As per Para 34 of RFP during FET (only). (a) Allotment of Range will be as per laid down SOP (available online at www.makeinindia.gov.in/policies) (b) Ammunition handling and storage will be facilitated during FET. (c) In service Radars – Flycatcher & ADFCR(G). (d) Buyer will provide the 'In Service' towing vehicle (HMTV (6x6) Gun Towing Vehicle). (e) To be clarified during Pre-Trial Meeting. |

| <u>Ser</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 4 | In the RFP both the terms Gun and Gun System have been used interchangeably. Please confirm the definition of terms 'Gun' and 'Gun System'. Any distinction between the two terms may please be informed. | Clarification on terms used | As per RFP |
| 5 | - Please specify the terrains in which trials will be held - Please specify the terrains for which vendor certification is required. | Para 1 of Annexure -I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 6 | - Requesting the buyer to please inform if physical verification will be carried out in all terrains? - What will the physical verification entail? | Para 2 (a) of Annexure -I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 7 | Details and specification of "in service" prime movers/ towing trucks be shared | Para 2 (b) of Annexure -I to Appendix F | (a) Buyer will provide the 'In Service' towing vehicle (HMTV (6x6) Gun Towing Vehicle). (b) Details will be shared post submission of bids. |
| 8 | Details and specification of "in service" aircrafts and ships be shared | Para 2 (c) of Annexure -I to Appendix F | (a) As per Para 2(c) and Para 3 of Appendix A of the RFP (b) It is clarified that the gun should meet the ODC requirements as specified at Para 3 of Appendix A of RFP. (c) It is clarified that Para 2(c) refers to other requirements for transportation by aircrafts/ ships such as Lashing, Hauling by Crane etc. |
| 9 | Requesting buyer to clarify on the scope of the Gun and what would exactly be considered within the 7 Tons of weight. Does the weight of the Gun include ammunition and power pack? | Para 5 of Annexure -I to Appendix F | (a) As per Para 5 of RFP. (b) It is clarified that while the weight of Power pack will be included, the weight of ammunition on the Gun will not be included. |
| 10 | Requesting buyer to confirm the activities that constitute bringing the gun into action ? | Para 6 of Annexure -I to Appendix F | Time from 'Travelling Position with vehicle' to 'Firing Position' and vice versa |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 11 | Requesting details and specification of in service prime movers / towing trucks | Para 8 (a) of Annexure -I to Appendix F | (a) Buyer will provide the 'In Service' towing vehicle (HMTV (6x6) Gun Towing Vehicle). (b) Details will be shared post submission of bids. |
| 12 | Requesting details of 'in-service' fire control radar Seeking detailed information including below : Target Designation 2D / 3D Accuracy Latency Measurement rate Distance of the Fire Control Sensor from the Gun | Para 8 (b) of Annexure -I to Appendix F | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| 13 | Requesting target speeds of 'in service' target systems. Trial methodology should be / Instead of, &it for text 'Physical Verification' by Live Firing & Vendor Certification. Please confirm if Physical verification & Vendor certification both is required for the aforementioned parameter. | Para 10 (a) of Annexure -I to Appendix F | As per Para 10 (a) of Appendix A. |
| 14 | -Requesting precise characteristics of targets to prepare for trials -What kind of drone to be considered? Further requesting precise information on how this requirement will be evaluated? | Para 10 (b) of Annexure -I to Appendix F | Specifications of Target System for trials will be clarified during Pre-Trial Meeting. |
| 15 | -Requesting buyer to provide additional details on specifications, list and details of ground targets. -Which kind of ground targets? Including the size and definition of ground targets. | Para 11 of Annexure I of Appendix F | To be confirmed during Pre-Trial Meeting. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 16 | Should the seller consider standard GPS only based on the fact the IRNSS is not operational today? | Para 14 of Annexure I to Appendix F | As per Para 14 of Appendix A of RFP. |
| 17 | -Requesting buyer to provide details of in service fire control radar system. | Para 18 (a) of Annexure I to Appendix F | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |
| 18 | -Requesting buyer to provide precise characteristics of targets. Especially the kind of drones(s) that will be considered | Para 18 (b) of Annexure I to Appendix F | (a) As per Para 10 of Appendix A of RFP. (b) All aspect will be clarified during Pre-Trial Meeting. |
| 19 | -Requesting buyer to clarify target type, aspect and speed at which the hit probability will be assessed for better preparation. -Please elaborate the methodology of ascertaining minimum 0.6 hit probability with an example. | Para 19 of Annexure I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 20 | -Requesting buyer to please elaborate on the meaning of normal operation of 10 hours and 20 effective engagements | Para 21 of Annexure I to Appendix F | To be clarified during Pre-Trial Meeting. |
| 21 | -Requesting buyer to clarify whether digital indicator is required for battery pack or auxiliary power system. | Para 21 (d) of Annexure I to Appendix F | As per Para 2 (d) of Appendix A of the RFP |
| 22 | -Requesting buyer to confirm the target system that will be provided for evaluation? | Para 34 of Part II Technical Requirements | As per Para 2 of Appx F of RFP. |
| 23 | The gun should be able to fire smart amn : Please confirm that by “should” buyer means “must”. | Para 8 (c) of Appendix A | Confirmed. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 24 | Does not specify the Average Annual Turnover required as a pre-qualification criteria for the RFP. | S. No. 1 (b) of Para 1 of Appendix K | Please refer to Para 1(b) of Appendix R of Schedule I to Chapter II and Para 2(c) (i) of Annexure IV to Appendix A of Chapter-II of DAP-2020. |
| 25 | Does not specify the Net Worth that shall be required as a pre-qualification criteria for the RFP | S. No. 1 (c) of Para 1 of Appendix K | Please refer to Para 1(c) of Appendix R of Schedule I to Chapter II and Para 2(c)(i) of Annexure IV to Appendix A of Chapter-II of DAP-2020. |
| 26 | Guidelines specifies that the Applicant Entity may rely on its Holding Company for meeting the financial criteria. Please clarify if the same applies to the current procurement case too. | DAP Page 73 | Please refer to Para 3(b) of Annexure IV to Appendix A of Chapter-II of DAP-2020, which enlists parameters for prequalification in 'Buy & Make (Indian)' category also. |
| 27 | Guidelines specifies that the Applicant Entity may rely on its Groups Company (ies) for meeting the technical criteria. Please clarify if the same applies to the current procurement case too. | DAP page 74 | Please refer to Para 3(b) of Annexure IV to Appendix A of Chapter-II of DAP-2020, which enlists parameters for prequalification in 'Buy & Make (Indian)' category also. |
| 28 | In view of the complexity of the proposal with ammunition now being part of 'Make' category and the prevalent travel restrictions due to COVID-19, we request for an extension of 8 weeks to submit the RFP response. | Not Referred | Vendors seeking extension of the bid submission to apply separately. The same will be processed separately in accordance with extant provisions of DAP 2020 |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| <u>M/s BHEL</u> | | | |
| 1 | (a) If an OEM tie up with more than one vendor, then preference would be given to which Indian Prime vendor? | Page 2 of Para 5 | (a) As per RFP. |
| | (b) If a bidder submit two separate bid proposals with two different technological solutions, will it not be a conflict of interest due to multiple offers by one vendor? | | (b) Please ref to Para 5 of the covering letter of the RFP |
| 2 | (a) What is the purpose of two complete gun systems for trials? | Para 39 of Part-II | For simultaneous conduct of trials |
| | (b) Please confirm the sufficiency of ammunition for 30 engagement cycles for user trials and additional quantity, if any for DGQA trials? | | As per Para 39 & Para 19 of Appendix L of RFP. |
| | (c) Please indicate the requirement/ ratio of smart and standard ammunition required (i.e.25+5) for user trial and DGQA trials, if any. | | To be confirmed during Pre-Trial Meeting. |
| | (d) Can one EOFCS be used on both guns one by one or the user requires 2 EOFCS, one on each gun. | | It is clarified that EOFCS is an integral part of Gun system and two complete Gun Systems are required to be provided as per Para 39 of RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 3 | <p>(a) Is the vendor required to integrate the Gun system with 'in-service' FCR at the time of user trials and demonstrate?</p> <p>(b) Will User provide the FCR interface details to all vendors?</p> <p>(c) Or User would like to see a simulation- based integration capability by the vendor?</p> | Para 8 (b) of Appendix A | <p>In service Radars – Flycatcher & ADFCR(G)</p> <p>Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids.</p> |
| 4 | <p>(a) Please share the details of 'in-service 'target system.</p> <p>(b) To our knowledge there are no aerial targets available with speeds up to 500m/s or above. May please explain the methodology for trial evaluation of this parameter during FET by User.</p> | Para 10 (a) of Appendix A | <p>(a) Details will be provided at Pre-Trial Meeting.</p> <p>(b) As per Para 10 (a) of Appendix A and Para 10(a) of Annexure I to Appendix F of RFP.</p> |
| 5 | <p>(a) Does it mean more than 35 rounds should be stowed on the gun?</p> <p>(b) Please elaborate the meaning of stowage of ammunition on the gun.</p> <p>(c) Does it mean gun should be able to carry out five effective engagements without reloading the feeding system of gun?</p> | Para 15 (d) of Appendix A | <p>(a) As per Para 15 (d) of Appendix A of the RFP.</p> <p>(b) As per Para 15 (d) of Appendix A of the RFP.</p> <p>(c) Para 15 (e) refers to reloading of gun for completion of five effective engagements. It is clarified that no reloading is permitted till completion of five effective engagements. Reloading of gun means rounds in the feeding system of the Gun.</p> |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 6 | Is it more than five effective engagements or minimum five effective engagements? (refer clause 15 (d) & 15 (e). | Para 15 (e) of Appendix A | Para 15 (d) and Para 15(e) are different parameters. |
| | Reloading of gun means on-board or in the feeding system of the gun. | Para 15 (e) of Appendix A | It is clarified that reloading of gun means rounds in the feeding system of the Gun. |
| 7 | Please confirm whether it is continuous 360 ⁰ | Para 16 (b) of Appendix A | Confirmed |
| 8 | Continuous fire of five effective engagements without barrel change means no reloading of ammunition in the feeding system until five effective engagements are completed. Please confirm | Para 18 (c) of Appendix A | As per RFP |
| 9 | (a) Will this parameter be tested with in service fire control radar considering clause 8 (b)? | Para 19 of Appendix A | Will be clarified during Pre-Trial Meeting.. |
| | (b) What would qualify as a "Hit"? will it be the complete destruction of the target or just a fragment of smart amn hitting the target would suffice? Please confirm | | |
| 10 | With reference to clause 10 (a) and 20 (c), please share the details of 'in service' target system? | Para 20 (c) of Appendix A | Details will be provided during Pre-Trial Meeting. |
| 11 | (a) Please confirm, the facility will be built by the customer or its designated agency, whereas, vendor will be responsible to provide deliverables as per clause 1 (b) (i) – (iv) only. | Para 1 (b) of Appendix E | (a) As per RFP |
| | (b) Have you nominated the place and / or agency for the same? | | (b) Yes, location as per RFP |
| | (c) Is it possible to have a visit to the facility, where this additional facility to be built –up? | | (c) Yes, during CNC Stage. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 12 | What is the purpose of two complete gun systems for trials? | Para 2 (a) of Appendix F | For simultaneous conduct of trials |
| 13 | (a) It is requested to describe required quantities. (b) Do you confirm the sufficiency of ammunition for 30 engagement cycles for user trials and additional quantity, if any for DGQA trials? (in accordance to Para 11 / Evaluation of Technical Offers/Clause 39) | Para 2 (b) of Appendix F | As per Para 39 & Para 19 of Appendix L of RFP. |
| 14 | (a) What could be approx number of target systems be prepared by the vendor? (b) Whether Army can arrange these target on chargeable basis. (c) Whether target system with supplier details can be provided by Indian Army. | Para 2 (c) of Appendix F | As per Para 2 of Appendix F of RFP. Target to be provided by the vendors. |
| 15 | (a) Methodology for evaluation of Gun for Internal & User Trials? (b) Whether Towed Vehicle will be provided by User? | Para 8 (b) of Annexure –I to Appendix F | (a) As per Appendix F of RFP. (b) Yes, for FET. |
| | (c) Gun will be evaluated with one or all 'In-service' fire control radars? Please define, if more than one. (d) Will User provide the interface details for all 'in-services' FCR? | Para 8 (b) of Annexure –I to Appendix F | In service Radars – Flycatcher & ADFCR(G) Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
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| 16 | (a) Kindly elaborate the methodology for evaluating and calculating the hit probability of 0.6. | Para 19 of Appendix F | (a) Details will be provided during Pre-Trial Meeting. |
| | (b) It seems ammunition rounds will be provided by Indian Army during FET, may please confirm. | | (b) No. As per Para 39 of RFP & Para 2 of Appendix F of RFP. |
| | (c) EOFCS Using Smart amn, Please elaborate the remark column, Sl.No (ii). | | (c) Details to be provide at Pre-Trial Meeting. |
| 17 | PI confirm that tow vehicle will be provided by the user? | Para 8 (a) of Annexure-I to Appendix F | Yes (For FET) |
| 18 | (a) What will be the expected timeline for making available the eqpt for trial from the date of submission of offer”? (b) Timeline for completion of the (i) FET Evaluation. (ii)MET Evaluation. | Para 40 of Part-II | As per Appendix L to Chapter-II of DAP 2020. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
|----------------------|--|------------------------------------|---|
| 19 | <p>(a) Type / model of the in service radar may please be provided.</p> <p>(b) What is accuracy of radar in AZ, EL & Distance?</p> <p>(c) Radar Resolution in AZ, EL & Distance.</p> <p>(d) AZ & EL Coverage of Radar for scan and track / cue modes.</p> <p>(e) Envisioned coverage of Radar for scan and track / cue for targets and engagements from multiple direction.</p> <p>(f) Whether one central radar is required or on each gun is required.</p> <p>(g) If MoD will provide ICD and ICD software for radar integration into system.</p> <p>(h) What will be the method for sending / receiving target information from Radar.</p> <p>(j) How many radars will be used and in what modes (one for early warning and radar on each gun for tracking)</p> <p>(k) What is the capability of the radar for target's / classification?</p> | Para 8 (b) of Appendix A | <p>In service Radars – Flycatcher & ADFCR(G)</p> <p>Requisite data required for integration with in service radar(s) (at the time of evaluation) will be provided post receipt of bids.</p> |
| 20 | <p>(a) Pls specify expected DRI ranges for EOFCS.</p> <p>(b) Pls specify expected resolution and imagery refresh rate for sensor and imaging system.</p> <p>(c) Pls specify LRF resolution and number of shorts per second</p> | Para 20 of Appendix A | As per Para 20 of Appx A of RFP. |
| | Please elaborate the extent of indigenisation required for the items identified under Critical Technologies and what will the time frame to achieve the same”. | Para 20 of Appendix A | As per Para 21 of RFP. |

| <u>Ser No</u> | <u>Queries of Vendors</u> | <u>Ref to RFP By Vendor</u> | <u>Proposed Response</u> |
|---------------|--|---|--|
| 21 | <p>(a) What is expected time frame for JRI after receipt of Gun at Consignee Premises ?</p> <p>(b) Expected time frame for acceptance after completion of JRI?</p> <p>(c) Can we consider the date of commencement of Warranty as date of successful JRI?</p> <p>(d) Pls clarify if JRI will be separate from FoPM or together or either of them. It can be interpreted as once the gun is ready for delivery, the integration with Radar will be checked at FoPM and will JRI be also part of it?</p> | Para 2 of Appendix C | Since Para 11 of the RFP states that commencement of warranty will be from the date of acceptance post JRI, the date on which acceptance is accorded to the JRI is to be treated as the date of commencement of warranty. |
| | May please clarify that in case Delivery Period for imported content are subsequently refixed / extended due to fault of Seller, FE Variation shall be payable at Actuals upto the contractual delivery date. | Para 1 (iii) of Annexure -I to Appendix G | As per Para 1(iii) of Annexure I to Appendix G of RFP, "ERV Clause will not be applicable in case delivery periods for imported contents are subsequently to be refixed / extended unless the reasons for delivery period extension are attributable to the buyer". |
| | <p>(a) As per Para 1, payment terms stated at Para 2 are for broad guidelines, may please confirm that these are not binding and will be negotiable.</p> <p>(b) May please elaborate the difference between payment 'on Despatch' and 'on Delivery' as we envisage only a difference of 7-10 days between these milestones.</p> <p>(c) May also clarify the delivery will be acceptable in multiple lots and payment will be applicable on pro- rata basis for each lot?</p> | Para 1 & 2 of Annexure -V to Appendix G | <p>(a) As per RFP</p> <p>(b) For payment on despatch (on providing of proof of dispatch), Para 1.4.2 of Appx G of the RFP and for payment on delivery (post JRI), Para 1.4.4 of Appx G of the RFP may be referred by the vendor.</p> <p>(c) The delivery and Post-Despatch can be done as per delivery schedule as given at Para 1.4.5 and Annex V of Appx G of RFP.</p> |