

**PROCEEDINGS OF THE PRE-BID CONFERENCE HELD 6<sup>th</sup> DECEMBER 2022 THROUGH WEBEX, TOWARDS CONDUCTING MARKET SURVEYS, ASSESSMENT AND ANALYSIS FOR REGIONAL TRANSPORT AIRCRAFT.**

The Pre-bid Conference was held and the following T&PC members attended the meeting: -

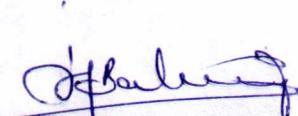
Sl. No.	Name & Designation	Role
1	Dr. Ramesh Kumar. M Chief Scientist, ACD	Chairman
2	Dr. Soumendu Jana Chief Scientist/PR	Member
3	Dr. J. N. Balaraju Sr. Principal Scientist / SED	Member
4	Mr. Sunil Prasad Sr. Scientist/ALD	Member
5	Mr. B. Kodanda Chief Scientist/SYD	Member - Convener (TSC)

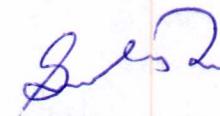
The list of Prospective bidders who attended the Pre-bid Conference is as per Annexure-I.

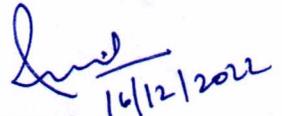
At the outset, the Chairman welcomed all the Members and the representatives of the Bidders and briefed in general the scope of the Project. The Indenting Officer to read out the clarification sought by the bidders and the replied there to as detailed in Annexure-II (Part A: Technical Clarification and Part B: Commercial Clarification, if any).

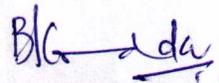
The representatives present were satisfied with the replies given and it was informed that the corrections / additions / clarifications given, as discussed during the Pre-Bid Conference would be hosted on the website of CSIR-NAL and all prospective bidders are required to take cognizance of the proceedings of the Pre-Bid Conference before formulating and submitting their bids as stipulated in bidding Documents.

The meeting ended with a vote of thanks to the Chair.

  
Dr. J. N. Bala Raju  
Member

  
Dr. Soumendu Jana  
Member

  
Sunil Prasad  
Member

  
B. Kodanda  
Member - Convener (TSC)

  
Dr. M. Ramesh Kumar  
Chairman-T&PC

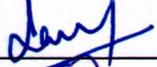
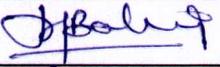
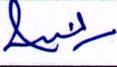
CSIR-NATIONAL AEROSPACE LABORATORIES  
BENGALURU - 560 017

TENDER NO.: NAL/PUR/SYD/260/22-Z  
DATE & TIME : 06-Dec-2022 @ 11:00 AM  
VENUE: THROUGH WEBEX

ANNEXURE - I

Pre-Bid Conference for Conducting Market Surveys, Assessment and Analysis for Regional Transport Aircraft

ATTENDANCE SHEET - T&PC MEMBERS

Sr. No.	Name			Signature
1	Dr. Ramesh Kumar. M	Chief Scientist, ACD	Chairman	
2	Dr. Soumendu Jana	Chief Scientist/PR	Member	
3	Dr. J. N. Balaraju	Sr. Principal Scientist / SED	Member	
4	Mr. Sunil Prasad	Sr. Scientist/ALD	Member	
5	Mr. B. Kodanda	Chief Scientist/SYD	Member - Convener (TSC)	

**NATIONAL AEROSPACE LABORATORIES  
BENGALURU - 560 017**

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**ANNEXURE - I**

**Pre-Bid Conference for Conducting Market Surveys, Assessment and Analysis for Regional Transport Aircraft.**

Sr. No.	Name of the Firm	Name & Designation of Representative	E-tender Registration (Yes/No)	Email ID	Signature
1	DELOITTE CBO: Operations Transformation Deloitte Touche Tohmatsu India LLP 7th Floor, Building No. 10-B, DLF Cyber City Complex, Gurgaon - 122002, Haryana, India	Mr. Rajat Jain		<a href="mailto:irajat@deloitte.com">irajat@deloitte.com</a>	Online Webex
2	ACCENTURE/ Umlaut Pvt Ltd 5A, Xylem Building, 4- 4A,Dyavasandra Industrial Area, Ph-1,Whitefield Road, Bangalore 560048,India	Mr. A. Lakshman		<a href="mailto:lakshma.aragam@umlaut.com">lakshma.aragam@umlaut.com</a>	Online Webex
3	PwC (PricewaterhouseCoopers Private limited) Building 10, Tower C, 17th Floor DLF Cyber City, Gurgaon - 122 002	Capt. Vishal Kanwar, Managing Director		<a href="mailto:vishal.kanwar@pwc.com">vishal.kanwar@pwc.com</a>	Online Webex
		Mr. Lokesh Sharma, Assistant Manager/ Senior Consultant, Aerospace and Defence		<a href="mailto:lokesh.kumar.sharma@pwc.com">lokesh.kumar.sharma@pwc.com</a>	Online Webex
		Mr. Himanshu Suryavamshi, Associate Director		<a href="mailto:himanshu.suryavamshi@pwc.com">himanshu.suryavamshi@pwc.com</a>	Online Webex
4	UTL India (United Telecoms Ltd) 18A/19,Doddanekundi Industrial Area, Mahadevapura Post, Bangalore-560048	Mr. Parameshwar R		<a href="mailto:parameshwar@utlindia.com">parameshwar@utlindia.com</a>	Online Webex
5	[1] Ernst & Young (E&Y) LLP 12th and 13th floor, No. 24, Vittal Mallya Road, Canberra block, UB City, Corporate division no-61, Bengaluru, Bengaluru Urban, Karnataka, 560001.	Mrs. Nayan Nag, Manager, Aerospace and Defence		<a href="mailto:nayan.nag@in.ey.com">nayan.nag@in.ey.com</a>	Online Webex
	[2] Golf View Corporate Tower B, Sector-42, Gurgaon, Haryana 122002, India	Col. KV Kuber, Director, Aerospace and Defence		<a href="mailto:kuber.kandadai@in.ey.com">kuber.kandadai@in.ey.com</a>	Online Webex

*BK → dc  
(Indenting officer)*

*S. Prasad  
Project Leader, RTA*

**CSIR-NATIONAL AEROSPACE LABORATORIES  
BENGALURU**

**TECHNICAL QUERIES & CLARIFICATION**

Tender No. : NAL/PUR/SYD/260/22-Z  
Item Description : Conducting Market Surveys, Assessment and Analysis for Regional Transport Aircraft.

**A. Queries from PricewaterhouseCoopers Pvt Ltd,**

Sr. No.	Query / Clarification Sought	Clarification/Amendment
Chapter-4, Para 4.2	<p>1. Within Customer Assessment &amp; cost of ownership analysis: Request to please elaborate on the key customer segments and which and how many countries are you looking at within Africa &amp; Middle East, Asia-Pacific, Europe, Latin America and North America</p> <p>2. Please specify the nature of customer trade-off are you looking at?</p>	<p><u>Key Customer Segments:</u></p> <ul style="list-style-type: none"> <li>• Aircraft used for commercial passenger transport (turboprops &lt; 90 and 90- 120 seat aircraft)</li> <li>• Air Freighters: Aircraft used for time critical cargo transport, primarily on medium and long range routes. Segmented based on payload typically having capacity of &lt; 15 tons</li> <li>• Others: Air Taxi, Personal, Corporate &amp; Institutional: Aircraft used as air taxi (charter) or for personal/corporate/institutional use</li> </ul> <p><u>Countries looking for region-wise:</u></p> <p>All countries with a population of equal to or more than 3 crore people.</p> <p><u>Customer Trade-off</u></p> <ul style="list-style-type: none"> <li>• Cost of Owning vs. Leasing</li> <li>• Fuel-burn vs. Speed</li> <li>• Higher Range and Payload vs. Weight &amp; Fuel Economy</li> <li>• Range vs. Payload</li> </ul>

B/G... 06/12/2022  
(Indenting Officer)

x S. Bhasler  
(Project Leader, RTA)

	<p>3. Within Outcome, Deliverables &amp; Reports, it is asked to Co-ordinate with concerned global, private, government agencies, stakeholders like HAL, DRDO-ADA, MoCA etc. Request you to please specify the agencies and stakeholders in the geographies listed by you in Customer Assessment &amp; cost of ownership analysis</p> <p>4. Request you to tell that, is NAL going to support the consulting agency in getting the interview with Indian and Global stakeholders?</p>	<ul style="list-style-type: none"> <li>• Similar agencies like in India, civil aviation policy makers, airline operators, MROs, aircraft manufacturers, aerospace R&amp;D institutions in the geographies/countries</li> <li>• NAL can only give support in the form of issuing letters to the stakeholders with the intent of the survey, getting interviews is the responsibility of the consulting firm.</li> </ul>
Chapter-6, Para 6.2.1	<p>1. Request you to please confirm whether one consulting project needs to be of over INR 3 crores value or the cumulative value of multiple consulting projects should be over INR 3 crores.</p> <p>2. Request you to consider experience of executing Similar type of assignments for the <b>Aerospace &amp; Defence</b> sector. Please do not limit it only to the Civil Aviation sector.</p>	<ul style="list-style-type: none"> <li>• Cumulative value of multiple projects over Rs.3 crore can be considered</li> <li>• Agreed</li> </ul>
Chapter-6, Para 6.5	<p>In the entire evaluation framework, there is no clarity on the scoring methodology for experience, qualification, experience and financials of the consultants.</p> <p>1. In SI.No. 1 – Past experience of the firm/agency/consultant (track record) – How many projects are required to score max. 60%? For e.g. Do we need to provide 10 projects with cumulative value of INR 3 crores or 1 project with INR 3 crore value? What is the criteria for scoring 25% each for different parameters, such as market survey assessment, competitive landscape assessment and option evaluation &amp; product concept?</p>	<ul style="list-style-type: none"> <li>• Will consider the <u>cumulative value</u> of the projects executed each year in the past 5 years.</li> <li>• For Example: If the firm executed Rs. 3 crore cumulative value in each year for the past 5 years, in scoring the type of assignment carried out (all 4 types) the weightage will be given accordingly in equal proportion</li> </ul>

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06/12/2022

x S. Bhattacharya

	<p>2. In SI.No. 2 - General profile of qualification, experience and number of key staff (not individual CVs) – How many CVs are required and What should be the minimum qualifications of the key staff? What is the criteria of awarding 25% marks? What relevant experience is required to score 70%? For e.g. required number of projects, etc.</p>	<ul style="list-style-type: none"> <li>• If any one of the assignment type is not executed the weightage will be reduced by 25%</li> <li>• Firm should at least have one senior professional in the company's role in each of the 5 tasks as per Chapter 4, table 4.2. The team may be on contract or a specific assignments based. Submit details of the team in the tender.</li> <li>• Preferable general profile would be working in the aerospace &amp; defence sector in handling similar type of works/experience for the past 10 - 15 years. Qualification shall be minimum degree (preferably engineering) with profession qualifications like MBA from premier or leading business schools.</li> <li>• For scoring 70% the executive shall have handled the similar work in the past 15 years with a minimum number of 10 projects.</li> </ul>
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**B. Queries from Ernest & Young LLP,**

Sr. No.	Query / Clarification Sought	Clarification/Amendment
Chapter-4, Para 4.2	Request you to please confirm that NAL shall support in facilitating stakeholder discussions.	<ul style="list-style-type: none"> <li>• NAL can only give support in the form of issuing letters to the stake holders with the intent of the survey, getting interviews is the responsibility of the consulting firm.</li> </ul>
Chapter 4, Para 4.2	Request you to please list the countries in the identified regions.	<p><u>Countries looking for region-wise:</u></p> <p>All countries with a population of equal to or more than 3 crore people.</p>

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\* S. Basu

<p>Chapter 6, Para 6.2.1, Row 4</p>	<p>Please advise on the number of assignments to submitted to support this criterion. Since no similar assignment in the last five years has been of this value, request you to please clarify that INR 3 crore is a cumulative requirement of such credentials.</p> <p>Aerospace, military aerospace/aviation and civil aviation are synergistic sectors and largely dependent on each other. Hence, experience in both aerospace, military aerospace/aviation and civil aviation shall be highly beneficial in achieving the goals of the RFP. It is, therefore, suggested the following changes are made to the pre-qualification criteria:</p> <ul style="list-style-type: none"> <li>The firm shall have minimum past experience during the last Five year in executing similar type of market survey for Civil Aviation/ <b>Aerospace/ Military Aerospace</b> related assignments in Central Government / State Government / PSUs / Autonomous Bodies / Private Sector in India. Should have undertaken preferably with government or any global firm with <b>cumulative</b> consulting value over Rs.3 crore.</li> </ul>	<ul style="list-style-type: none"> <li>Cumulative value of multiple projects over Rs.3 crore can be considered</li> </ul>
<p>Chapter 6, Para 6.2.1, Row 4</p>	<p>Please advise if self-certification shall be accepted as compliance document in case other documents are confidential due to the specific nature of this sector.</p>	<ul style="list-style-type: none"> <li>Agreed</li> <li>Firms can block the confidential information in the work order and submit the copy.</li> </ul>
<p>Chapter 6, Para 6.2.3</p>	<p>As discussed during the pre-bid meeting, it is requested to have key 5 members in the company. It is suggested to have other required personnel as Subject Matter Experts (SMEs) for this RFP.</p>	<ul style="list-style-type: none"> <li>Firm should at least have one senior professional in the company's role in each of the 5 tasks as per Chapter 4, table 4.2.</li> </ul>

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<p>Chapter 6, Para 6.2.4</p>	<p>Please advise on the number of key personnel required.</p>	<ul style="list-style-type: none"> <li>• Number of key personnel is given above. The team may be on contract or a specific assignments based. Submit details of the team in the tender.</li> <li>• Preferable general profile would be working in the aerospace &amp; defence sector in handling similar type of works/experience for the past 10 - 15 years. Qualification shall be minimum degree (preferably engineering) with profession qualifications like MBA from premier or leading business schools.</li> <li>• For scoring 70% the executive shall have handled the similar work in the past 15 years with a minimum number of 10 projects.</li> </ul>
<p>Chapter 6, Para 6.5</p>	<p>Request you to please elaborate on the weightage split for the criteria.</p>	<ul style="list-style-type: none"> <li>• Will consider the <u>cumulative value</u> of the projects executed each year in the past 5 years.</li> <li>• For Example: If the firm executed Rs. 3 crore cumulative value in each year for the past 5 years, in scoring the type of assignment carried out (all 4 types) the weightage will be given accordingly in equal proportion</li> <li>• If any one of the assignment type is not executed the weightage will be reduced by 25%</li> </ul>

BLC → ada  
 06/12/2022 x S. Bhaskar  
 Signature of IO & PL

**CSIR-NATIONAL AEROSPACE LABORATORIES  
BENGALURU**

**COMMERCIAL QUERIES & CLARIFICATION**

Tender No. : NAL/PUR/SYD/260/22-Z  
Item Description : Conducting Market Surveys, Assessment and Analysis for Regional Transport Aircraft.

**A. Queries from PricewaterhouseCoopers Pvt Ltd,**

Sr. No.	Query / Clarification Sought	Clarification/Amendment
Para. 1.12.1	The bid is L1 based. Request you to please convert it to Quality Cum Cost Based Selection (QCBS) with weighing the quality and cost score in the ratio of 80:20 to on-board a quality consultant	TPC & Purchase to decide on this aspect. Indenter recommends for QCBS

**B. Queries from Ernest & Young LLP**

Sr. No.	Query / Clarification Sought	Clarification/Amendment
Para 7, Page 3	To provide a well-rounded proposal, request you to please grant an extension till 23 January 2023.	TPC & Purchase to decide on this aspect. Indenter recommends for time till 23 January 2023 considering the complexity of the world-wide market survey in aerospace domain
Chapter 6, Para 6.5, a)	Most consulting assignments are awarded based on Quality Cost Based System (QCBS). This is beneficial for the hiring agency to identify the best suited consultant. It is, therefore, suggested to shortlist the bids on 80 - 20 (Technical - Financial) QCBS.	TPC & Purchase to decide on this aspect. Indenter recommends for QCBS
General Query	LLP firms to be allowed to participate in the tender	Agreed

*Handwritten signature: S. Brasca*  
*Handwritten signature: obli/2022*

Stores & Purchase Officer  
For and on behalf of CSIR-NAL

**CSIR-NATIONAL AEROSPACE LABORATORIES  
BENGALURU**

**COMMERCIAL QUERIES & CLARIFICATION**

**Tender No.** : NAL/PUR/SYD/260/22-Z  
**Item Description** : Conducting Market Surveys, Assessment and Analysis for Regional Transport Aircraft.

Sr. No.	Query / Clarification Sought	Clarification/Amendment
— NIL —		

  
19/12/2022  
Stores & Purchase Officer  
For and on behalf of CSIR-NAL

