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### **MINUTES OF THE PRE-BID MEETING HELD ON 22.05.2023**

In accordance with the conditions floated in the Tender Notice No. 2023\_DREV\_753789\_1 dated 18<sup>th</sup>May, 2023 floated by this office, a pre-bid meeting was held at 3.00 PM on 22.05.2023 which was conducted online (webex). The meeting was attended by the following Departmental Officers bidders:

1. Shri. D P Srinivasulu, AsstDirector,NACIN,
2. Shri. Lakshmana L, Additional Asst Director,
3. Shri. Vipinjith P V, Skipper,
4. Shri. Udai Rao, Commodore(Retd) (Expert Consultant)
5. Shri. Madhavan Nair,Shri. Prabhu& Smt. Glori D, Electronic Lab India Pvt Ltd, Chennai(Bidder)
6. Shri. Pradeep Rai & Shri. Hari Govindan, Navicom Technology, Mumbai &Cochin(Bidder)
7. Shri. Bipin M, A S MoloobhoyPvt Ltd.(Bidder)
8. Shri. B Jayesh&Shri. Amal Yadav, Marine Electricals India Pvt Ltd ( Bidder)

1. Shri D P Srinivasulu, Asst Director, NACIN welcomed all the participants for the pre- bid meeting. After the bidders introduced themselves, proceedings were handed over to Shri Udai Rao for further deliberations.

2. Cmde Udai Rao, gave an introduction about the upcoming NACIN project at Palasamudram, also about the Field Training Centre and the plan of action regarding the installation and other procedures for getting the licenses & regulations for Electronics ( Navigational & Communication) equipment. He also sought the opinion from the bidders in this regard. Shri Madhavan Nair, while discussing on the modalities to be prepared for installation of WPC, informed that there are two types of licenses being

issued by the Wireless Planning & Coordination Wing, Ministry of Communication.

- (i) Experimental station license/Dummy load license; in which every aspects of operator's training can be imparted for the Navigating officers and the Skippers. He also added that it is less cumbersome to get an experimental station license.
- (ii) Actual license: Normally training academy does not need this license except in the case where transmission and technical training is required. EPIRB & SART does not need a license since they are dummy in nature and do not transmit .

He added that Ship station licenses are being issued for a particular period of time i.e., 1 year or 2 years, a ship radio station is established onboard vessel and coast radio station is established on land for communication

3. For a query from Bipin that since there are no specifications were mentioned in the list of items tendered and whether brand specifications will be given priority for the products, Cmde Udai Rao in reply to a query, informed all that only a broad generic indication of equipment requirement is being given, as specifics, if given, could invite allegations of being biased to a particular equipment or supplier. However, a visit if need be arranged to CAT I and CAT II vessels in ports nearest to the suppliers so that they could see the equipment fitted on board and thereafter evaluate which particular make and model would best meet NACIN Palasamudram requirements and then bid accordingly. Shri D P Srinivasulu informed that arrangements for boat visit would be made, on receipt of email seeking permission and details of the representatives to visit the respective ports which are near to the vendors.

4. Shri Hari Govindan, sought clarification regarding the Technical Details of screen size and also suggested that a screen size of 7"X24" or 15"X16" would be ideal and better for an organization.

Shri Udai Rao replied that since NACIN being a training institute it is recommended to have the latest technology to meet the challenges of the next 15 years. After discussions it was decided that Minimum screen size of 20" would be acceptable. Cmde Udai Rao in response to a question also clarified that NACIN are looking for Dome type radars.

Further Mr Hari added that, wherever the electrical items are required to be imported minimum time requirement for the supply may be given as 8 weeks. Shri Bipin M also appraised the minimum time requirement and assured to supply within 4 weeks. He also sought clarification whether any

deviation in the product specification is possible? It was clarified that decision would be based on the product specification and not on the basis of brand.

5. Shri Lakshmana L, Additional Asst Director desired to know from the esteemed panel of bidders whether is it possible to have a single license for all the equipment which falls under two or more categories i.e., Navigation and Communications equipment, etc.

In reply Shri.B Jayesh & Shri.Amal Yadav, Marine Electricals India Pvt Ltd., informed that a single license would suffice, but the challenge is that the suppliers are not authorized to apply for the registration part.

Intervening in the discussion, Shri Prabhu appraised that experimental station license also are in two different categories ie.,

- (1) A radiating license which is being issued by the WPC, New Delhi and
- (2) A non-radiating license which is being issued by the Regional Licensing Office of WPC, Chennai. He also added that consolidated license is identical to transmitting license.

6. Shri Udai Rao enquired whether dummy RADAR is capable of showing simulated targets. In reply Mr. Prabhu stated that institutes are not allowed to use live radar for tracking & acquiring the targets.

7. To a query from Shri Udai Rao, Mr Prabhu replied that as per DG Shipping norms, GMDSS simulator require few real equipment( not fitted). He also added that prior to procurement of the equipment, license must have been obtained. DGFT license where required, would be issued only after the meeting being held once in every two months during which verification of documents and the justification of licensing would be evaluated by the committee.

8. Mr Pradeep Rai informed that as per the DG Shipping norms, all the trainings can be done on a Simulator, Radiating /Live equipment's are used only for the technical training, not for the users training.

9. Shri Udai Rao also sought clarification regarding the radiating and non-radiating license requirement for the quoted items in BOQ.

In reply Hari Govindan said that Serial No 1(Radar) require a radiating license from WPC & DGFT. Whereas serial number Sl 5 (AIS class A), Sl 6( Marine VHF DSC), Sl 7(portable VHF), Sl 8(portable VHF with GMDSS) & Sl

11(MF/HF DSC) require a radiating license from WPC only. Rest of the items being receiver/ Dummy equipment, they do not require a license.

10. Shri Lakshmana L, AAD desired to know that since NACIN is planning to install three types of simulators i.e., (i) Full Bridge, (ii) GMDSS and (iii) ECDIS simulators and in this scenario, is it required to have a RADAR in addition to the simulators? Since simulators are being installed which would adequately cover the radar simulation, whether RADAR can be considered for the second phase?

In reply Shri.Hari Govindan told that ECDIS, ROSC, ARPA simulator will be having Radar Simulator features also, these simulators alone would be sufficient for training purposes, rather than having real equipment that would require WPC compliant which is a cumbersome and time-consuming.

Cmdr Rao while intervening in the course of discussions stated that cumbersome procedures and long lead time would not be allowed to stop the need to acquire appropriate equipment for training. Real equipment such as radar would be required to enable operators to work on real equipment and thus easily transit to radar operations on our boats in various ports and also train technical personnel.

11. Shri.Bipin M raised a query that, while bidding specifications will differ from makers to makers and the technical specifications of such instruments/equipment's need to be quoted. Shri D P Srinivasulu appraised that the features of the equipment's can be clearly mentioned in the BOQ.

12. Shri.Bipin M also enquired about the provisions to get exemptions of EMD as per the MSME scheme.

Shri.Udai Rao clarified that the provisions which are all applicable under the MSME scheme would merit consideration on production of relevant documents.

13. Shri.D P Srinivasulu asked the bidders regarding the Technically advanced and next level of instruments, as per the matrix of evaluation.

Shri.B Jayesh replied that the price will vary according to the quality and the features of the equipment. Shri Udai Rao added that the technical write-up and brochures for the equipments also may be furnished.

14. Shri Bipin M enquired about the equipments of China origin.

Shri Lakshmana L clearly informed that NACIN will not be accepting such equipment. He also added that equipment featuring the best of the technical specifications can be offered by the bidders.

Planning  
(iii)  
Items

15. Shri B Jayesh enquired whether the instruments should be certified by any authority.

Shri. Udai Rao replied that all the equipment should meet IMO, DG Shipping and Classification Society standards (IACS). He added that equipment without certification are liable to be rejected and technical teams from different agencies will be doing evaluation of bids.

16. Shri. Bipin.M informed that the Hand held GPS are manufactured and supplied only by Garmin and one other supplier, which are not certified by the IMO and DG Shipping. Vendors may be able to provide a Certificate of Conformity along with the equipment he added. Cmde Udai Rao stated that details of similar equipment if supplied to Indian Navy or Indian Coast Guard could also be indicated.

Shri. Lakshmana L briefed that NACIN is an apex training academy and will be imparting training to international participants and hence the bidders are encouraged to offer the best of the equipment. Hence the NACIN Academy would serve as a platform for featuring their products giving them exposure to international participants.

Shri. Udai Rao concluded the meeting after vote of thanks.



(D P SRINIVASULU)  
Assistant Director