

# ANTRIX CORPORATION LIMITED

BENGALURU-560 094

27 July 2017

## **Clarification to EOI No. 16-17-182 Dated 22.06. 2017 on Procurement of VHR Satellite Imagery, High Resolution DEM, Microwave Remote Sensing (SAR) Imagery and Ground Control Points (GCP)**

**Last Date for Receipt of EOI at Antrix is August 3, 2017**

<b>S No</b>	<b>Clarification asked</b>	<b>Clarification Provided</b>
1	Page 2   clause 9: As per this clause 9, Any Indian firm duly authorized by their principals / OEM to bid in this tender shall be eligible to quote in this tender? Is there any specific format for authorization?	Indian firms can quote based on the authorization issued by the foreign principals. No separate format is available. Authorization details shall contain the product details also. However, both cannot simultaneously submit the EOI for the same item/ product in the same EOI.
2	Page 2   clause 10: Request you to elaborate on this point . If I have an Authorization from Astrium for Radar 'X' band. Does that mean that I cannot quote Radar 'L' band data from another OEM/ PRINCIPAL?	If an agent submits the EOI on behalf of the Principal/OEM, the same agent shall not submit an EOI on behalf of another Principal/OEM for the same item/ product. You can quote for two different items from different principals, subject to authorization from the principal for that product.
3	Page 4   Delivery Time : There are multiple options available for data acquisition , however, the delivery is subject to the following : -  1. In case of an order placement to Indian Bidder, can we deliver the data to Antrix via FTP/ Online?  2. In such a case what shall be the tax component & is Antrix exempted from custom duties and taxes?  3. If we provide you the facility to order the data online for immediate delivery, will this mechanism acceptable to Antrix? If Antrix can pay us	  1. Order will be placed with the foreign Principals only. Supply shall be from foreign Principals directly to the user intimated by Antrix.  2. Payment will be made to foreign principals; any agency commission shall be declared in the quote and will be paid in INR at TT buying rate on the date of placement of order.  3. Online placement only to Principals.

	<p>directly for getting the immediate delivery of the ordered data, we can ensure data delivery within 24 hours - 48 hours of data acquisition via FTP or Internet download.</p>	
4	<p>Page 7   clause 6.2: confirmation with respect to compliance with RBI requirements of Indian agents? We request you to kindly elaborate on this point so that we may comply with the RBI guidelines.</p>	<p>You may please refer to RBI website.</p>
5	<p>Reseller :</p> <ol style="list-style-type: none"> <li>1. What efforts to promote Airbus DS data shall be undertaken by Antrix?</li> <li>2. What is the minimum annual volume of sales that we can expect from Antrix?</li> </ol>	<ol style="list-style-type: none"> <li>1. Antrix will make earnest effort to promote Data products of all selected vendors with its users.</li> <li>2. Right now, at EOI stage, this cannot be estimated.</li> </ol>
6	<p>We request you to provide more details on the <b>Ground Control points</b>.</p> <p>Location of the GCP Points (Inside India/Outside- India)</p>	<p>It is based on project requirements. It may be within or outside India</p>
7	<p>A company registered abroad is representing two or more Different Foreign Principals. As per our understanding, Foreign company can respond to EOI with more than one OEM option with OEM authorization.</p>	<p>A company can quote for two different items from different principals, subject to authorization from the principal for that product.</p> <p>A company shall not submit an EOI on behalf of two Principals/OEMs for the same item/ product.</p>
8	<p>For 30cm/50cm only limited option is available across the globe. Similar satellite data to the tune of 55cm and above are also available from various OCEMs (55cm, 70cm, 80cm), which can be procured in future according to Antrix/ end user's requirement. We would request to allow as a option to offer.</p>	<p>Presently, this EOI focus is only on the product already given in Sl. No. 3 (Scope of the Work) in the EOI document.</p>
9	<p>For a company registered abroad, EOI fee shall not be applicable</p>	<p>EOI fee will not be applicable, if the company is registered abroad and submits the EOI offer from</p>

		the registered foreign address only.
10	Can a company based abroad who is authorised by the OEM/ Principal for a particular item, quote for your EOI?	Yes. Authorization details shall contain the product details also
11	Since, the OEM/ Principal does not deal directly with the End user, and only works through their 'Regional Authorized Distributors', can the purchase order be placed directly to the 'Authorized Distributor/ Authorized Partner' situated abroad.	No. Purchase order will be placed only with the OEM/ Principal. Also refer to clarification provided in SI No. 3
12	Similarly, if the 'Authorized Distributor/ Authorized Partner' authorizes an Indian vendor, and the OEM/ Principals requests Antrix to directly place an order on the Indian Vendor, in that case, will it be possible to place the Purchase Order on the Indian Vendor?	Same as above.
13	Please advice on the details of the RBI Guidelines to be fulfilled.	You may please refer to RBI website.

PURCHASE AND STORES OFFICER  
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