

**OFFICE OF THE DIRECTOR GENERAL OF CIVIL AVIATION**  
**Technical Centre, Opposite Safdarjung Airport**  
**New Delhi - 110003**

**TENDER NOTICE**  
**F. No. NE Study/1/2010-AED**

**Subject:** Study on Air Connectivity in the North-East region

**TERMS & CONDITIONS**

**1. GENERAL:**

Quotations are invited in sealed envelopes from the reputed consultant for conduct of study on Air Connectivity in the North-East region. The Consultants must meet the following criterion:

- a) Should have carried out minimum three studies covering the areas relating to development of airports and air transport services including air connectivity and commercial viability thereof in the last five years.
- b) Should have a global presence and annual turnover of Rs. 100/- crores or more as on the last financial year, as evidenced by the audited balance sheet.

**2. SUBMISSION OF OFFERS:**

- a) The quotation should be submitted directly by the Consultant or its authorized representative.
- b) The quotation should be submitted in a sealed cover with a superscription that Tender for **Study on Air Connectivity in the North-East region** and addressed to Shri Lalit Gupta, Director Aircraft Engg., Directorate General of Civil Aviation, Opp. Safdarjung Airport New Delhi -110003.
- c) The quotation should be submitted in two separate sealed envelopes containing Techno-Commercial bid and Price bid and these put together in another sealed envelope.

**3. DUE & OPENING DATES:**

The Quotations must reach this office within twenty five days from the date of advertisement in news papers and up to 1600 Hrs of the last working day. The Quotations/Technical bids will be opened at 1100 Hrs on next working day in the presence of bidders, who wish to present themselves at the time of opening of tender. The price bids of two bid tender system shall be opened only for successful; bidders whose technical bid has been found to be satisfactory by the technical evaluation team

constituted by DGCA. The date of opening of price bids shall be informed to the bidders found suitable in technical evaluation.

**4. NO ADVANCE PAYMENT:**

No advance payment will be made to any company.

**5. DOCUMENTS TO BE ATTACHED TO TENDERS:**

The following particulars should also be furnished by the Consultants:

- a) In case of a global company, the precise relationship between the Principals and their Indian representatives.
- b) A brief write up about the company including Certificate of Registration, Article of Association and Memorandum of Article.
- c) Copy of Registration with Sales Tax department.
- d) Evidence to show that minimum three studies have been carried out covering the areas relating to development of airports and air transport services including air connectivity and commercial viability thereof in the last five years along with brief details.
- e) Evidence of a global presence and annual turnover of Rs. 100/- crores or more as on the last financial year, as evidenced by the audited balance sheet.

**6. PRICES:**

The prices should be quoted in Indian Rupees and separately indicating the tax components.

**7. REASONABILITY OF PRICES:**

Best minimum prices applicable for a Research institution shall be quoted leaving no scope for any further negotiations on prices.

**8. TERMS OF REFERENCE:**

The Terms of Reference of the Study are given at Annexure I to this Tender Notice. It must be ensured that the offers must be strictly as per our Terms of Reference. At the same time, it must be kept in mind that merely copying our specifications in the quotation shall not make the parties eligible for consideration of the quotation. A quotation has to be supported with the similar work on the subject. Non-compliance of the above shall be treated as incomplete/ ambiguous and the offer can

be ignored without giving an opportunity for clarification/negotiation etc. to the quoting party.

**9. PERIOD OF COMPLETION OF STUDY:**

The study must be completed within a maximum time period of six months after the award of contract. During the conduct of study, the party shall be report to Oversight Committee set up by DGCA on fort-nightly basis on the progress.

**10. COMPLIANCE STATEMENTS:**

- a) Bidders shall submit the duly filled in Compliance Statement of Technical specifications with each point in accordance with Annexure - II of the tender. The deviations, if any, from the tendered specifications should be clearly brought in the statement.
- b) The bidders are advised to submit the compliance statements essentially along with their quotation failing which their offer may not be considered.

**11. PAYMENT CONDITION:**

No advance payment shall be made. The payment will be made only after satisfactory completion of the study and submission of the report.

**12. VALIDITY OF OFFER:**

The quotation shall remain open for acceptance for six months from the date of opening of the Tender. No changes in prices will be acceptable in any condition after opening of tender till the validity of the offer or execution of the order, whichever is later.

**13. LATE/DELAYED/UNSOLICITED QUOTATION:**

Late or delayed/ unsolicited quotations/ offers shall not be considered at all. Post tender revision / corrections shall not be considered.

**14. ACCEPTANCE OR REJECTION OF OFFER:**

This office reserves the right to accept or reject or postpone any quotation/ tender in part or full without assigning any reasons thereof.

**15. PAGE NUMBERING & SIGNATURES:**

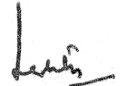
The offer should be a page numbered and signed by an authorized signatory giving his / her name below the signature.

**16. INTERIM ENQUIRIES:**

No interim enquires shall be entertained.

**Note**

Tenderers who do not comply with the above stipulations are liable to be ignored.



(Lalit Gupta)  
Director Aircraft Engg/Air Transport  
O/o DGCA

**TERMS OF REFERENCE**

- a) Traffic forecast in North-East region - Perspective (short/medium/long term)
- Demand pattern within North-East and North-East vis-à-vis Non North-East
- b) Air connectivity issues
- More intra NE air connectivity
  - Air connectivity to all State Capitals in the North-East
  - Market study on viability of linking of all operational airports in the North-East with each other
  - Feasibility of linking State Capitals to Delhi and other Metros
  - Air cargo issues particularly agricultural, horticulture and floricultural products, etc.
  - Incentivisation and policy issues to promote non-scheduled operators
  - Incentivisation and policy issues to promote use of smaller and appropriately sized STOL aircrafts

The study on the above issues shall also include the study on the need for improvement in the existing airport infrastructure particularly with regard to the following factors:

- Apron capacity
- Hangars
- Hub concept
- Terminal building constrains
- Watch hour issues
- Night landing facilities
- Upgradation of navigational aids
- Operational constraints at Defence Airports for Civil Operations

- Expansion of runways
  - Manpower requirement for operation of airports
- c) Airport development study based on demand
- Development of Non operational Airports
  - Development of Greenfield Airports
  - Economics of airport operations and sustainability
- d) Feasibility study on regional operations within NE region by Alliance Air
- Development of a sustainable business model
  - Integration with helicopter services
  - Use of inter-modal transport system for connectivity and tie up between terminating airport and other important towns in NE region
  - Commercial viability gap study
- e) Feasibility study on helicopter operations within NE region by PHHL
- Improvement in existing helicopter services
  - Overall helicopter connectivity through hub and spoke system
  - Development of new helipads
- f) Overall quantum of financial implication for improvement in air connectivity and airport infrastructure

**COMPLIANCE STATEMENT OF TENDER TERMS & CONDITIONS****NOTE:**

1. Quotation shall not be considered without submission of this format.
2. If a particular question is not at all applicable, please write NA in compliance part in Col. No.4 below.

Sl. No.	Terms & condition of Tender document	Whether acceptable (say 'Yes' or 'No')	Deviation from tender terms, if any, with reasons for noncompliance or alternative condition quoted for
(1)	(2)	(3)	(4)
1	Whether quotation is direct from the consultant or its authorized representative		
2	<p>a) Whether the quotation is submitted in the sealed cover with a superscription "Study on Air Connectivity in North East Region".</p> <p>b) Whether the cover contains two separate envelopes containing "Techno-commercial bid" and "price bids" duly marked with "Techno-commercial Bid" and "Price Bids" respectively.</p>		
3	<p>Whether techno-commercial Bid has the following details furnished:</p> <p>a) In case of a global company, the precise relationship between the Principals and their Indian representatives.</p> <p>b) A brief write up about the company including Certificate of Registration, Article of Association and Memorandum of Article.</p> <p>c) Copy of Registration with Sales Tax department.</p>		

	<p>d) Evidence to show that minimum three studies have been carried out covering the areas relating to development of airports and air transport services including air connectivity and commercial viability thereof in the last five years along with brief details.</p> <p>e) Evidence of a global presence and annual turnover of Rs. 100/- crores or more as on the last financial year, as evidenced by the audited balance sheet.</p>		
4	<p>a) Whether prices are quoted in INR with separately indicating the tax component</p> <p>b) Whether the best minimum price has been quoted leaving no scope for any further negotiations on prices.</p>		
5	<p>a) Whether the offer is strictly as per our Terms of Reference</p> <p>b) Whether the quotation is supported with the similar work on the subject.</p>		
6	Whether target date for completion of study is within the specified period of six months with reporting to "Oversight Committee" of DGCA every fortnightly to show the progress of study		
7	Whether all the pages have been page numbered?		
8	Whether quotation has been signed by the authorized signatory		
9	Whether the instructions have been read carefully and have complied with accordingly		

Signature of the authorized signatory :  
Name of the signatory :  
Designation :  
Name & Seal of the quoting party :  
Dated :