



Alliance Bhawan, New Delhi-110037

TENDER NO: AAAL/ATF-INDIA/04/2022 Dated 8<sup>th</sup> Apr 2022

**ALLIANCE AIR AVIATION LIMITED**

**Tender for procurement of supplies of Jet Fuel (Aviation Turbine Fuel)  
at Indian Stations for Alliance Air Aviation Limited**

REGISTERED OFFICE: ALLIANCE AIR AVIATION LIMITED, ALLIANCE BHAVAN,  
DOMESTIC TERMINA-1, IGI AIRPORT, NEW DELHI 110037

8<sup>th</sup> Apr 2022

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### **DISCLAIMER**

The information contained in this TENDER or subsequently provided to applicant(s)/bidder(s) whether verbally or in documentary or any other form by or on behalf of Alliance Air Aviation Limited, is provided to the applicant(s)/bidder(s) on the terms and conditions set out in this TENDER and such other terms and conditions subject to which such information is provided.

This TENDER is not an agreement and is neither an offer nor invitation by Alliance Air Aviation Limited to the prospective applicant(s)/bidder(s) or any other person. The purpose of this TENDER is to provide interested parties with information that may be useful to them in making their technical and commercial offers pursuant to this TENDER.

While the document has been prepared in good faith, no representation or warranty, express or implied, is or will be made, and no responsibility or liability will be accepted by Alliance Air Aviation Limited (AAAL) or any of its employees, in relation to the accuracy or completeness of this document and any liability thereof is expressly disclaimed. No contractual obligation on behalf of Alliance Air Aviation Limited, whatsoever, shall arise from the offer process unless and until a formal contract is signed and executed by duly authorized officers of Alliance Air Aviation Limited and the bidder.

Alliance Air Aviation Limited make no representation or warranty and shall have no liability to any person, including any applicant or bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this



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TENDER or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the TENDER and any assessment, assumption, statement or information contained therein or deemed to form part of this TENDER or arising in any way in the bidding process.

Alliance Air Aviation Limited also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any applicant or bidder upon the statements contained in this TENDER. AIL reserves the right to cancel the tender, if so desired, at any stage without making any reference to the Bidder(s).



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**Important Information**

<b>Tender for procurement of supplies of Jet Fuel (Aviation Turbine Fuel) at Indian Stations for Alliance Air Aviation Limited .</b>		
1	TENDER Ref. No	No.AAAL/ATF-INDIA/04/2022 dated 6 <sup>th</sup> Apr 2022
2	Last date for hosting of clarifications / Amendments, if any.	13 <sup>th</sup> April 2022
3	Last date and time for bid submission	28 <sup>th</sup> April 2022 ( Up to 1400 hrs )
4	Place of submission of Bids	Alliance Air Aviation Limited, Material Management Department, Alliance Bhawan, Domestic Terminal-1, Adjacent to office of ED NR AIL, Indira Gandhi International Airport, New Delhi-110037
5	Date and Time of Technical Bid Opening	29 <sup>th</sup> APRIL 2022 at 1500 hrs
6	Date and Time of Commercial Bid Opening	To be advised to parties shortlisted after Technical Evaluation
7	Address for Communication	<p><b>1. For Technical and Operational clarifications</b> Chief of MMD, Alliance Air,- Materials Management Department, Chief of Operation, Alliance Air,- Operation Department Alliance Bhawan, IGI Airport, Domestic Terminal-1, New Delhi-110037 (India)</p> <p><b>2. For General Clarifications</b> Mr. Abhinandan Mittal/Ramesh Kumar Soni, Dy CFO (Finance), Alliance Air , Alliance Bhawan, IGI Airport, Domestic Terminal-1, New Delhi-110037 (India) E Mail: abhinandan.mittal@allianceair.in</p>

Bids will be opened in the presence of bidders' representatives who choose to attend. The bidders' representatives must carry a letter of authority on the firm's letter-head from the authorized signatory of the applicant/bidder, or any other valid document, authorizing them to attend the bid opening, failing which they will not be permitted to participate in bid opening process.



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Please superscribe the following on the envelope.

**TENDERNO:AAAL/ATF-INDIA/04/2022**  
**LAST DATE OF SEALED BIDS SUBMISSION 28th**  
**Feb 2022**

**TENDER NO: AAAL/ATF-INDIA/04/2022 for Supply of Jet Fuel (Aviation Turbine Fuel-ATF) at Indian Stations**

1. Alliance Air Aviation Limited under the two bid system invites 'Technical' & 'Commercial' Bids from authorized fuel suppliers for Supply of Jet A1 Fuel (ATF) at various Indian airports as per the details given hereunder. This tender includes the Fuel requirements of the **customer airline** i.e. ALLIANCE AIR AVIATION LIMITED (Brand name Alliance Air, call sign 9I , wholly owned subsidiary of AI Asset Holding Limited)
2. Sealed bids should be submitted in **two** separate envelopes superscripted as '**TECHNICAL**' AND '**COMMERCIAL**', as the case may be, and quoting our Tender No. AAAL/ATF-INDIA/04/2022. The bids should be submitted by 1400 hrs on 28<sup>th</sup> Apr 2022. The Technical bids should cover all the details including those given in **Para 7** of this tender document and provide all the required supporting documents.
3. If there are any deviations to non-mandatory conditions, bidders are required to specify these at Appendix-D of the Technical bid. In case both Technical & Commercial bids are submitted to the office of MMD, **Alliance Air Aviation Limited**, Terminal 1-Alliance Bhawan, New Delhi-110037, in one single envelop , the bids will be rejected. However, two separate sealed envelopes containing Technical and Commercial bids in their respective sealed envelopes to be kept in one covering envelope.
4. Bidders desiring to be present at the time of opening the technical bids and upon being evaluated qualified under Technical bid evaluation, the financial bids, of the technically qualified bidder will be opened and on the day of opening of the Financial bid , the representatives of the qualified bidder may also present with the valid authority of the bidder. Technical bids will be opened at the office of Materials Management Department, **Alliance Air Aviation Limited**, Terminal 1-Alliance Bhawan, New Delhi-110037.
5. Commercial bids will be opened of only those parties whose Technical bids are found to be acceptable after evaluation by **Alliance Air Aviation Limited**, which will be carried out based on the evaluation criteria given in this tender and the Technical bid details. Parties whose technical bids are found acceptable would be informed of the date, time and venue of opening of the Commercial (Financial) bid.



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## 1. FLEET DATA:

Alliance Air Aviation Limited has a wide range of fleet numbering over 18 ATR 72 and 2 ATR 42 & 2 Dornier (getting delivery soon). Following are the types of aircraft that are presently in the AAAL fleet.

1. **ATR72 -Current**
2. ATR42- Expected in July 2022
3. Dornier- Operation Started since 12<sup>th</sup> April 2022.

## 2. PERIOD

The contract period will be from 1<sup>st</sup> May2022 to 30<sup>th</sup> Apr 2025 (Three years). The contract can be extended at the same terms and conditions by Alliance Air Aviation Limited at its sole discretion for a period up to one year by informing the suppliers at least three months prior to the expiry of the contract.

## 3. LOCATIONS

- 3.1 Details of stations where ATF supplies would be required presently indicated as per enclosed **Appendix "A"**. Alliance Air Aviation Limited requirements for ATF supplies at the indicative locations would depend upon various operational factors and requirements, as such AAAL does not guarantee upliftment at these locations nor guarantee any volume therefrom.
- 3.2 Further, AAAL reserves right to amend award in respect of changes for AAAL locations such as add/withdraw locations/stations, add/delete flights at the awarded locations/share-outs, add/change type of ATF upliftment (bonded/duty paid), consequent increase/decrease station-wise allocations/share outs, and such other related requirements in the best overall interest of the AAAL group.
- 3.3 For inclusion of any new Station , reasonable notice would be sent to the selected supplier by the AAAL for resource mobilization. Such arrangement to be confirmed by AAAL in writing and acknowledgement of which by the selected supplier would constitute amendment to the award/agreement.

## 4. FUEL SPECIFICATIONS

Kerosene type jet fuel: Jet A-1 meeting the Aviation Fuel Quality Requirements for Jointly Operated Systems "Joint Fuelling Systems Check List", which by definition also meets the following specifications for Jet A-1: British Ministry of Defense DEF STAN 91/91, ASTM D 1655, IATA Guidance Material for Kerosene type fuel.

## 5. QUANTITY

- 5.1 The estimated forecast fuel requirements on annualized basis in Kiloliters (KLs) for the airport locations listed in paragraph 3 are indicated separately for Duty paid requirement against each station in **Appendix "A"**.
- 5.2 Quantity/Uplifts indicated in Appendix "A" are based on the current pattern of flight operations. Details reflected in Appendix "A" are to be considered as indicative only for the limited purpose of tender evaluation and award of share-outs/allocations for indicated locations.
- 5.3 Actual Quantity uplifted during the contract period shall vary based on revised pattern of flight operations and the company requirements. In the case of locations having more than one supplier allocated quantity based % shares, such suppliers shall among themselves through the periodic pool



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meetings at such stations adjust the volume of upliftment inter-se to ensure adherence to the % share out awarded. However, the operating customer airlines of AAAL group will endeavor to provide to the selected awarded bidders at the respective locations the estimated fuel uplifts at each location for periodic flight time table change filing done with DGCA during the contract period, which is generally during March and October, every year.

**5.4** Quantity/Uplifts indicated in Appendix “A” are the annualized forecast requirements for the customer airlines i.e. ALLIANCE AIR AVIATION LIMITED (Brand name Alliance Air, call sign 9I), a wholly owned subsidiary of AI Asset Holding Ltd) .

**5.5** The requirements of ATF covers not only the scheduled flights of all the above companies but also covers all the presently operated extra section flights, VVIP operations, non-scheduled flights, practice and test flights and uplifts for maintenance, and test cell facilities. Any changes upon introduction of new/additional locations/flights, the allocations would be evaluated and awarded in terms of the Para 3 above read with the evaluation criteria at Para 9 and shar-out terms at Para 10.2 below.

**5.6** The tender is not for a fixed volume, there being no minimum guarantee of fuel up-liftments at any station.

## **6. DELIVERIES**

**6.1** Delivery of fuel shall be effected to ensure the departure timings of flights at respective airports.

**6.2** At those stations where qualified personnel of Alliance Air Aviation Limited are not available to carry out the quality control and refueling procedures, the fuel supplier shall use the Alliance Air Aviation Limited quality control and refueling procedures. These procedures, as and when required, will be given at the time of award of the fuel contracts.

**6.3** Alliance Air Aviation Limited shall have the right to determine the specific gravity of a sample from any particular fuelling, which will be selected at random.

## **6.4 Invoicing**

- i. Refuelers shall provide three copies of the delivery receipt/challan in respect of each fuel upliftment at the time of delivery specifying complete customary details, such as customer airline name, flight number, aircraft registration, type of aircraft, specific gravity factor, the quantity of the fuel delivered and accepted (signed) by the representatives of both Alliance Air Aviation Limited and the refueler, whose identity (name and designation) indicated thereon.
- ii. One Original of such delivery receipt in respect of each upliftment to be attached and sent along with the original periodic invoice for each location.
- iii. Such Original invoice to have a summarized list of all the delivery challans of the relevant period.
- iv. Each invoice should have all the required invoicing details including the type of fuel supplied (duty paid), the basic price, the discount applied, each element of applicable tax/duty/statutory levy applied with nomenclature & code with % and amount etc.
- v. No Photocopy of Delivery receipt shall be entertained for accounting or for making payment.

## **7. TECHNICAL BID ( Should Be submitted in a separate envelop )**

**7.1** The Technical Bid must be submitted in the format as given in **Appendix “B”** along-with duly filled details as per the **Appendix “C” and “D”** in a separate envelope superscripting, the **‘Tender No: AAAL/ATF-INDIA/04/2022-Technical Bid’** on the envelope.

**7.2 The technical bid should contain the following details:**



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- i. At the time of bidding, bidders submitting offers should be authorized fuel suppliers and having arrangements with the Into-plane services providers (IOSP), where-ever such requirement of IOSP exist, and who are licensed by the concerned Airport and/ or appropriate regulatory authorities. In support, bidders to attach relevant documents like Approvals / Licences received from the concerned authorities, or an agreement signed with such Authorities for supply of fuel at airports which have been subject to bid.
- ii. Type of fuel that can be supplied (e.g. JET A1) at the stations listed in Appendix 'A'.
- iii. If refueling is through bowser, bidder is required to specify if there are any capacity constraints by indicating the number of bowsers with their capacity for such locations.

**7.3** List of airlines served by the bidder at each of the cities given in Appendix "A". Bidder is requested to furnish the details Airport-wise.

**7.4** Indicate quantity (in KLs) and also in percentage terms of the total projected quantity, that bidder would be able to meet with at the locations mentioned in Appendix 'A'. For example: AMD - 100% of the quantity mentioned in Appendix, HYD – 50% of the quantity mentioned in Appendix. Additionally, bidder has to indicate the fuel quantity (in KL) against each location at Appendix-A for which they have submitted their bid.

**7.5 The Technical Bid should thus consist of the following:**

- i. Duly filled, signed and stamped **Appendix-B** form with the required supporting documents
- ii. Bidder's Profile as per **Appendix-C** on bidder's letter head.
- iii. Letter of Authority on applicant's letter head from Authorized Signatory of the applicant to sign and submit the bid / proposal.
- iv. Certificate of Undertaking and Compliances as per **Appendix-D** on applicant's / bidder's letter head including acknowledgement to execute and supply fuel for requirements as per this tender and commit to provide the required Deliverables and comply with all the Technical Specifications and Deliverables.

**8. COMMERCIAL BID (FINANCIAL BID) – In a separate sealed Envelope**

**8.1** Commercial bid of only those bidders who are found to be technically qualified on the basis of the technical bids will be opened.

**8.2** Commercial (Financial) bid is required to be submitted in the format as given in **Appendix "E"**.

**8.3** Commercial bid must be submitted in a separate sealed envelope superscripting the '**Tender No: FIN/ATF-INDIA/04/2022-Commercial Bid**' on the envelope.

**8.4 The Commercial bid must contain the following information on Price Quotations:**

- a) Based on the above information, please submit your lowest quotation (separately for **Bonded Fuel** in USC/USG and Domestic Duty Paid in Rs./Kilolitre for each location) as per format given in Appendix "E" for into-plane supply.
- b) Basic rate comprise of price based on benchmark such as Mean of Published Platts Arab Gulf (MoPAG) quotation of relevant area on a monthly basis. The conversion of the USD quotes into INR would be on the basis of the RBI Reference rate for the period for which the quote pertains. This basis of conversion will be used throughout the contract period.
- c) Charges added to the basic fuel prices upto the delivery point of the aircraft are required to be indicated with each head of charge, such as Into Plane services charges, Through-put fees, etc.for the locations where-ever such charges are applicable.
- d) In case the MOPAG benchmarked pricing details are not offered, the bidder to indicate in the sealed financial bid the Published Airfield Prices (PAP) based prices for each quoted station.
- e) There should be complete transparency in pricing the final product i.e. ATF.





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- f) Indicate discount / add-on offered on basic rate for each location. The discounts / add-ons must be the best being offered to any other Airline/ Operator at the respective airport at the time of submission of the Commercial bid.
- g) Any additional discount offered location wise on Regional Connectivity Routes ( RCS) under “ UDAN “ Scheme or Special Exempted Routes like North East along with other Tax/ Incentive benefits needs to be mentioned separately.
- h) Price reviews for Duty paid and Bonded fuel should be on a monthly basis or as may be applicable as per the Govt. guidelines in this regard.
- i) Indicate Interest free credit period (**in no.of days**). No bank Guarantee will be offered by Alliance Air Aviation Limited.
- j) All rates of duties & taxes, including VAT, Entry Tax, Cesses applicable to fuel for each airport must be mentioned in the Commercial (Financial) bid itself.
- k) Basis of valuation for levying the applicable taxes would be basic price of fuel at delivery point less the offered quoted discounts or Add-on. Any deviation in the valuation formulae to be indicated with tenable justification in support requiring such deviant valuation methodology/basis.
- l) In the event of changes in future during the contract period in the structuring of the pricing for some elements, such as Into plane, throughput services and the changes in tax structure/basis such as GST applicability on ATF, the selected bidders should undertake to pass on the benefit of such changes to the customer airlines and provide their invoicing and supporting documentation accordingly as may be mandated/required.
- m) The Invoices are to be generated as detailed at Para 6.4 above and submitted to designated customer airlines offices for fuel supplies at each location at 15 day period interval basis. All such tax invoices with the delivery supporting documents should be sent to AAAL. A summary of the invoices reflected in a cover letter be forwarded to the designated email ids of the customer airlines of AAAL in advance pending receipt of the hard copy of the invoices and the delivery challans. Separate Invoices shall be generated for AAAL( 9I) coded flights which will be submitted to the respective designated offices.
- n) The bids must be valid for a minimum period of 180 days from the closing date of technical bid submission.
- o) Acceptable conversion factors for USG/MT, USG/BBL & KL/BBL are to be maintained at 331 USG = 1 MT, 42 USG = 1 BBL & 1KL= 6.2898 BBL.
- p) The prices offered (post-discount or add-on) should be location-wise.

## **9. EVALUATION PROCESS AND SELECTION CRITERIA**

### **9.1 Technical Bids Evaluation :**

- i. The Technical Bids will be evaluated for their compliances to the requirements indicated at
  - 1. Para 7 above,
  - 2. The terms stated at Appendix B , and
  - 3. General Terms and conditions (para 10 below)
- ii. All the requirements and specifications mentioned in the **Appendix B** are mandatory and bidders not meeting any one of these requirements would be rejected.
- iii. Alliance Air Aviation Limited reserves the right at its sole discretion to seek clarifications, information, documents, etc. from the bidders, as it may consider necessary for the purpose of evaluation of the bids. Bidders should respond to such requests within the time frame indicated.
- iv. Additionally, bidders may note that:
  - a) Any exception to the mandatory requirements will lead to rejection of the Technical Bid.
  - b) As a part of this evaluation process, the bidder's client's sites and/or offices of bidders may be physically inspected to ascertain the claimed capabilities of bidder.



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- c) Bidders whose claims/supporting documents filed are found not complying with the stipulated tender requirements could be technically disqualified at any stage.

## 9.2 Financial Bids Evaluation

- a) The date and time of opening of the Financial Bids would be intimated in advance by email/ phone to the bidders who have qualified, and their authorized representatives only would be permitted to participate in the opening of the Financial Bids.
- b) The Financial Bids of only those applicants/bidders, who qualify and are shortlisted after complete technical evaluation of their Technical Bids, would be opened.
- c) Alliance Air Aviation Limited will evaluate the bids station-wise and also on the overall to determine the lowest bidders to the maximum advantage to Alliance Air Aviation Limited considering the share-outs, if applicable.
- d) For the purpose of evaluation of MOPAG based USD price bids, the average of the quoted Prices and RBI Reference Rate for the period 1<sup>st</sup> March 22 to 31<sup>st</sup> March 22 will be taken for converting the figures to Indian rupees for financial bid evaluation.
- e) The interest free credit period would be evaluated at an interest rate of 1% per month and credit/loading for evaluation purposes would be given accordingly to the bidder.
- f) The bids will be evaluated for each location based on the prices quoted/converted in Indian Rupee net of the offered discounts at respective location, the applicable taxes/duties added and the loading/unloading applied, where-ever required as per the tender terms.
- g) The bidders providing the MOPAG quotes and the differential thereon to also quote the maximum offered discount on the applicable PAP for the location and for the volume offered. For the purpose of financial bid evaluation and comparatives, the INR maximum offered discounts on the PAP would be used for selecting the bidder (s).
- h) The best offers as evaluated would be allocated share-outs as per terms indicated at Para 10.2 below.

## 10. GENERAL TERMS & CONDITIONS

- 10.1 The bidders must submit unconditional bid.
- 10.2 Share outs – Alliance Air Aviation Limited will decide on the share outs of the various bidders on the evaluation of the Prices quoted and the capacity of the bidder at the particular airport and such decision will be final and binding. The decision of Alliance Air Aviation Limited on Share outs at each location will be based on evaluation of prices quoted, the rate of discount offered on basic price and the bidders existing capacities to the maximum advantage of Alliance Air Aviation Limited. **Bidders will have to confirm that they will adhere to the share outs decided by Alliance Air Aviation Limited throughout the contract period.** The Bidder may be called for discussions / negotiations.
- 10.3 Alliance Air Aviation Limited does not hold any responsibility whatsoever with regard to loss of response of a bidder to the tender document, delays due to postal/ courier deliveries.
- 10.4 The bids will be evaluated for each city based on the price quotes. In case of the USD quoted prices, the average of the Price and RBI Reference Rate for the **period 1<sup>st</sup> March 22 to 31<sup>st</sup> March 22** will be taken for the purpose of evaluations.
- 10.5 Alliance Air Aviation Limited reserves the right to accept / reject any bid or to award part or full business to one or more suppliers, without assigning any reason thereof.
- 10.6 **Bidder's quotation will be rejected on the following grounds:**
  - In case of only Technical bid received and commercial (Financial) bid not received and vice versa.
  - In case of bids are received in open envelop.



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- In case the bids received through E- mail **with Out** Password protected. The Password will be shared only to the authorised committee members at the time of opening of Bids.
  - In case both the Technical & Commercial (Financial) bids are sent in one sealed envelope instead of two separate sealed envelopes. However two separate envelopes can be kept in one covering sealed envelope.
- 10.7 When deemed necessary, Alliance Air Aviation Limited may seek clarification on any respect from the tenderer after opening of the Technical Bid for the purposes of technical bid evaluation and the bidders are expected to promptly provide the required information, details and documents in their own interest.
- 10.8 Alliance Air Aviation Limited reserves the right to waive off the requirements of submission documentary proof for eligibility criteria at its sole discretion if it is satisfied with the tenderer's credentials which Alliance Air Aviation Limited may check from reliable sources.
- 10.9 If the tender closing/opening date is declared a Holiday in Alliance Air Aviation Limited, Delhi Office, the last date of submission/ opening of the bids will automatically stand extended to **1600 hrs / 1100 hrs** respectively of the next working day.
- 10.10 **Agreement Clauses:**  
The following are some of the clauses/details which are required to be incorporated in the Agreement with the selected fuel supplier.
- i) Format:** Agreement between Alliance Air and selected fuel supplier shall be as per the IATA model agreement.
  - ii) Addresses:** Alliance Air Aviation Limited is having its registered office and principal place of business as follows:  
Registered office : Alliance Air Aviation Limited  
Alliance Bhawan-Terminal -1  
New Delhi – 110 037.
  - iii) Payment Terms:** Payments would be affected on the 15 days invoicing cycle after availing the **interest free credit period offered** by the bidder in the commercial bid **In Indian rupees** only. For the purpose of conversion (in case bonded supply) from USD to INR RBI reference rate of the date of supply shall be taken.
  - iv) Termination/Exit clause:** Termination for any reason shall be without prejudice to any right or obligations of the party which have accrued prior to termination
    - 1) Alliance Air Aviation Limited reserves its right to terminate the contract in the event of unsatisfactory performance by the service provider by giving a maximum of 30 days notice.
    - 2) Alliance Air Aviation Limited reserves its right to amend the schedule of operations for any particular station due to change in its requirements. The party would be suitably informed.
    - 3) For any other reasons, the contract can be terminated by either of the parties by giving 60 days notice.
  - v) Penalty clause:** Penalty will be levied to the refueler on account of any delays / cancellation to our flights due to no refueling even though scheduled or ordered or delayed refueling or denial of such required re-fuelling facility.
    - a.** The designated scheduled refueler will have to bear the additional price differential if alternate arrangements were made by Alliance Air Aviation Limited against non-delivery/ delayed deliveries, in addition to paying the applicable penalties.
    - b.** Apart from this there will be a penalty of 1% of the cost of the fuel uplift for that flight.



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- c. Furthermore, in case Alliance Air Aviation Limited suffers any losses on account of Share outs not maintained, the same will be recovered from the party not maintaining their part of the share out.

**vi) Governing Laws, Disputes and Arbitration clause:**

- a. Any dispute arising between the parties in respect of the construction, interpretation, application, meaning, scope, operation or effect of this TENDER and/or the contract or the validity or breach thereof, shall first be settled by mutual consultation. Any unresolved dispute whatsoever shall be subject to the jurisdiction of Delhi (India) Courts only In case of any disputes, the arbitration rules of Indian Council of Arbitration shall be applicable.
- b. All the disputes and differences arising out of or in any way touching or concerning the Agreements with the selected CPSE bidder shall be resolved through the mechanism of arbitration in terms of the **Arbitration clause** as per the Government of India Notification REF No. F.No.4(1)/2013-DPE(GM)/FTS-1835 dtd 22nd May, 2018 for settlement of commercial disputes between Central Public Sector Enterprises (CPSEs) inter se and CPSE(s) and Government Department(s)/Organisation(s) - Administrative Mechanism for Resolution of CPSEs Disputes (AMRCD).

**vii) Force Majeure**

Any failure in performance of obligations to the extend due to any failure caused by fire, flood, earthquake or similar elements of nature or acts of god, war, terrorism, riots, civil disorders, acts of government authorities or other events beyond the reasonable control; of non-performing party, is not a default or ground of termination. The affected party shall notify the other party immediately upon Force Majeure event.

11. **Submission of Bids:** Bidders are requested to submit their quotation in two separate envelopes as detailed in Para 7 & 8 to the following address so as to reach us by 1400 hrs on or before the due date duly signed and complete in all respects.

Alliance Air Aviation Limited,  
Material Management Department,  
Alliance Bhawan, Domestic Terminal-1,  
Adjacent to office of ED NR AIL,  
Indira Gandhi International Airport,  
New Delhi-110037

**The Technical Bids will be opened on at 1500 hrs. on 29<sup>th</sup> April 2022.**

12. **Clarifications:** In case of any clarification in respect of subject tender, you may contact us on the following address in writing.

**1.For Technical and Operational clarifications**

Chief of MMD, Alliance Air,  
Materials Management Department,  
Alliance Bhawan, IGI Airport, Domestic Terminal-1,  
New Delhi-110037 (India)

Chief of Operation, Alliance Air,  
Operation Department  
Alliance Bhawan, IGI Airport, Domestic Terminal-1,  
New Delhi-110037 (India)

**2. For General Clarifications**

Mr. Abhinandan Mittal/Ramesh Kumar Soni,  
Dy CFO (Finance), Alliance Air ,  
Alliance Bhawan, IGI Airport, Domestic Terminal-1,  
New Delhi-110037 (India)  
E Mail: abhinandan.mittal@allianceair.in

13. **Integrity pact:** - The bidder should execute (without any amendment) and send to AAAL in advance with their technical bid an Integrity Pact with Alliance Air Aviation Limited and the text of this pact is available on AAAL website [www.allianceair.in](http://www.allianceair.in) under “Tenders”



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14. **Website:** This tender document is available upto the due date on our web site [www.allianceair.in](http://www.allianceair.in) ; please click on 'Tenders' & follow the links.

15. **Acknowledgement of Receipt of Tender Document**

All bidders are requested to acknowledge the receipt of this tender document and confirm your participation the bidding process.

**APPENDIX A**

Sr No	IATA Code	Station	Duty Paid ATF upliftment in 21-22 ( Qty in KLs)	Total Station-wise Estimated Annual uplift in KLs
1	IXB	Bagdogra	12.12	12.12
2	IXE	Mangalore	14.59	14.59
3	BHU	Bhavnagar	21.7	21.7
4	BKB	Bikaner	47.77	47.77
5	VGA	Vijaywada	48.04	48.04
6	IXG	Belgaum	74	74
7	IDR	Indore	102	102
8	UDR	Udaipur	111.35	111.35
9	NAG	Nagpur	112.53	112.53
10	SLV	Shimla	120.5	120.5
11	SHL	Shillong	121.02	121.02
12	IMF	Imphal	126.91	126.91
13	IXP	Pathankot	133.08	133.08
14	AGX	Agatti	136.5	136.5
15	CJB	Coimbatore	142.05	142.05
16	IXR	Ranchi	143.11	143.11
17	AJL	Aizwal	143.86	143.86
18	BHO	Bhopal	150	150
19	IXT	Passighat	150.5	150.5
20	IXJ	Jammu	162.92	162.92
21	PGH	Pantnagar	175.68	175.68
22	BHJ	Bhuj	188.68	188.68
23	DIB	Dibrugadh	200	200
24	TEZ	Tezpur	207.98	207.98
25	KUU	Kullu	211.54	211.54
26	DHM	Dharamshala	245.57	245.57
27	JAI	Jaipur	249.93	249.93
28	IXI	Lilabari	250.06	250.06



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29	MAA	Chennai	273.63	273.63
30	DED	Dehradun	415.31	415.31
31	DIU	Diu	417.84	417.84
32	IXC	Chandigarh	421.43	421.43
33	IXD	Allahabad	509.58	509.58
34	PNQ	Pune	512.08	512.08
35	MYQ	Mysore	520.54	520.54
36	GOR	Gorakhpur	548.66	548.66
37	BBI	Bhubaneshwar	559.84	559.84
38	LKO	Lucknow	613.66	613.66
39	AMD	Ahmedabad	619.16	619.16
40	DMU	Dimapur	637.32	637.32
41	JLR	Jabalpur	676.95	676.95
42	GOI	Goa	888.35	888.35
43	RPR	Raipur	1032.19	1032.19
44	GAU	Guwahati	1261.17	1261.17
45	COK	Cochin	1290.92	1290.92
46	BOM	Mumbai	1693.72	1693.72
47	HYD	Hyderabad	2381.82	2381.82
48	BLR	Bangalore	2499.72	2499.72
49	CCU	Kolkata	2775.24	2775.24
50	DEL	Delhi	6395.48	6395.48
51	JRH	Jharshuguda	220.96	220.96
52	BEK	Berali	51.97	51.97
53	PAB	Bilaspur	385.65	385.65
54	JRG	Jagdapur	350.25	350.25
55	GBI	Gulbarga	148.03	148.03
56	KLH	Kolapur	206.02	206.02
57	NSK	Nasik	268.5	268.5
58	SDW	Sindudurg	287.57	287.57
59	IDR	Indore	122.54	122.54



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**APPENDIX 'B'**

**Technical Bid Format**

Sr.No	Details	To be filled by Bidder *	Remarks*
1.	At the time of bidding, Is the bidder an authorized fuel supplier with arrangement with into-plane service provider (where IOSP required) licensed by the concerned Airport Authorities to supply jet fuel/ into-plane services? <i>If so, please attach relevant documents in support like self-certified copies of the recent letters of approvals/ License received from airports authorities or an agreement signed with appropriate authorities; including approvals from the Explosives deptt. / DGCA.</i>	YES/NO  (Note: If Yes, attach the copy of the document)	
2.	List of Airlines served by the bidder (self-certified)	Provide the list of Airlines Airport wise. **being served (on a letterhead duly signed and stamped)	
3.	i) Up to what extent our fuelling quantity requirements would be met with at the locations mentioned in Appendix 'A'. For example: GAYA - 100% of the quantity mentioned in Appendix, RAIPUR – 50% of the quantity mentioned in Appendix. Additionally, bidder has to provide the fuel quantity figures. ii) Type of Fuel (e.g.: Jet "A" ) available. iii) If the refueling is through bowser, are there any capacity constraints. Indicate the number of browsers and their capacity.	Provide the details Airport wise**  Provide the details Airport wise.**  Provide the details Airport wise.**	
4.	Location and address of Bidder's office/ Head Office	Provide the address.	
5.	Name & contact details of concerned personnel dealing with the subject tender.	Provide all details including Mailing address/Tel No/Mobile No/Fax No/E mail ect...	
6.	Confirmation whether the fuel supplied by will comply with the fuel specifications as given in Para 4.	YES/NO	
7.	Confirmation whether the deliveries of fuel will comply with Para 6 of this tender document.	YES/NO	
8.	Confirmation whether the terms and conditions mentioned in Para 9 of this tender document are acceptable.	YES/NO	

\* These columns have to be filled by the Bidders by enclosing the supportive documents wherever applicable.\*\* Use additional sheets if required.



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APPENDIX-C			
BIDDERS PROFILE			
S.No	Particulars	Description	
1	Name of the bidders / Company		
2	Date of Establishment/ Incorporation		
3	Complete Address Registered Office ----- Corporate/ Head Office		
4	Bank Name, Account Number, Bank & Branch Details, IFSC Code		
5	Names, Telephone Number, Fax Number, E-Mail Address of the Contact Persons		
6	Financial Details	2019-20	2020-21
	i. Total Turnover – Rs. In Lakhs		
	ii. Turnover-ATF-Rs.in lakhs		
	iii. Net Profit -Rs.in lakhs		

**NOTE: BIDDERS ARE REQUESTED TO PROVIDE ADEQUATE DETAILS, INFORMATION AND SUPPORTING DOCUMENTS FOR EACH OF THE ABOVE ITEMS.**





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**APPENDIX-D**

**UNDERTAKING AND COMPLIANCE STATEMENT**  
**(On Bidder's Letter Head)**

**DECLARATION**

1. It is certified that we have studied and understood the terms and conditions of the Tender Ref. No. AAAL/ATF-India/04/2022 dt 8<sup>th</sup> April 2022.
2. We hereby undertake and agree to unconditionally abide by all the terms & conditions and scope of services stipulated by Alliance Air Aviation Limited in the Tender including all annexure, addendum and corrigendum.
3. All the details mentioned by us are true and correct and if Alliance Air Aviation Limited observes any misrepresentation of facts on any matter at any stage, Alliance Air Aviation Limited has the absolute right to reject the bid/proposal and disqualify us from the bidding / selection process.
4. We confirm that we have noted the contents of the Tender and have ensured that there is no deviation in filing our response to the Tender and that Alliance Air Aviation Limited will have the right to disqualify us in case of any such deviations.
5. Confirm that the fuel supplied by will comply with the fuel specifications as given in Para 4 of tender.
6. Confirm that the deliveries of fuel will comply with Para 6 of this tender document.
7. Confirm that the general terms and conditions mentioned in Para 10 of this tender document are acceptable.

**Signature and Seal of Bidder**

We certify that the product offered by us for Tender conforms to the Technical specifications stipulated by Alliance Air Aviation Limited with the following deviations.

List of deviations 1)

2)

3)

(If left blank it will be construed that there is no deviation from the specifications given above)



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**APPENDIX “E”**

**Commercial Bid Format – Name of FUEL SUPPLIER:**

Please Submit your Commercial (Financial Bid) For Each Station separately in the following pattern.

Sr No	Locations	Annual Estimated Volume of AAAL In KL (indicative)		Volume Quoted In KL		BASE PRICE	DIFFERENTIAL(+) for MOPAG/ DISCOUNTS(-) In INR	TAXES APPLICABLE ON UPLIFT Give Details for each Tax Type with % Rate and basis of tax applicability
		Duty Paid	Bonded	Duty Paid	Bonded			
				Quantities and Prices to be filled by bidder for those cities where bidder intends to supply				
	<b><u>Eastern Region</u></b>							
1	Aizwal	143.86						
2	Bagdogra	2.12						
3	Bhubaneswar	559.84						
4	Dibrugarh							
5	Dimapur	637.32						
6	Guwahati	1261.17						
7	Imphal	126.91						
8	Jharsuguda	220.96						
9	Kolkata	2775.24						
10	Lilabari	204.76						
11	Passighat	16.50						
12	Ranchi	143.11						
13	Shillong	90.02						
14	Tezpur	107.98						
	<b><u>Northern Region</u></b>							
15	Allahabad	509.58						
16	Bareilly	51.97						
17	Bhopal	7.39						
18	Bilaspur	385.65						
19	Bikaner	47.77						
20	Chandigarh	1121.43						
21	Dehradun	415.31						
22	Delhi - Palam	6395.48						
23	Dharamshala	245.57						
24	Gorakhpur	548.66						
25	Jabalpur	676.95						
26	Jagdapur	313.25						



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27	Jaipur	249.93					
28	Jammu	62.92					
29	Kullu	111.54					
30	Lucknow	613.66					
31	Ludhiana	0.21					
32	Pantnagar	175.68					
33	Pathankot	133.08					
34	Raipur	1032.19					
35	Udaipur	11.35					
	<b><u>Southern Region</u></b>						
36	Agatti	136.50					
37	Bangalore	2499.72					
38	Belgaum	74.00					
39	Chennai	173.63					
40	Cochin	1290.92					
41	Coimbatore	42.05					
42	Gulbarga	148.03					
43	Hubli	13.76					
44	Hyderabad	2381.82					
45	Mangalore	14.59					
46	Mysore	520.54					
47	Vijaywada	48.04					
48	Vishakapatnam	2.94					
	<b><u>Western Region</u></b>						
49	Ahmedabad	619.16					
50	Bhavnagar	21.70					
51	Bhuj	188.68					
52	Goa	803.85					
53	Indore	22.58					
54	Kolhapore	106.02					
55	Kandla	5.01					
56	Mumbai	1693.72					
57	Nasik	261.51					
58	Pune	512.081					
59	Sindhudurg	118.57					

**NOTE :-**

- i. Alliance Air will evaluate the above station-wise bids and also on the overall to determine the lowest bidders to the maximum advantage to Alliance Air considering the share-outs, if



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*applicable.*

- ii. The bidders providing the MOPAG based quotes and the differential thereon to also quote the maximum offered discount on the applicable PAP for the location and for the volume offered. For the purpose of financial bid evaluation and comparatives, the INR maximum offered discounts on the PAP would be used for selecting the bidder (s).*