Vendor queries and their responses

Sr No	Query Description	Alliance Air Response
	Date: 12th October 2022	
1	Please confirm if there is "one company code" as "Alliance Air".	Yes, there is only one company code for Alliance Air.
2	Budget Management Requirement - Up to which level budget management is required. As per annexure document capital & revenue budget is required, so we must discuss about the Fund Management functionality and get it clear.	Fund management module is not required. A customized utility having the ability to manually enter Capex estimated for the year and compare it with ledger postings to understand expenditure and overutilization of budget is required.
3	Project level accounting is required, is implementation of Project System required or not?	Implementation of Project System is not required. Project level accounting has been mentioned to provide a facility to understand project wise expenses and allocating expenses as per their respective projects, if possible.
4	Details of existing ASP / GSP?	Currently, EY is the ASP/GSP partner for Alliance Air.
5	Based on analysis, only 30 RICEFS are there but in annexure it is to be analysed in detail and to be discussed. Need clarification.	System Integrator should analyse FRS and provide estimate for the same with detailed description including cost for RICEFS over 30. Alliance air will take the final call for inclusion of the same in consultation with the appointed PMCA. **Note: Alliance air prefers minimum customization for implementation of the FRS and same will be considered for evaluating bids.**

6	How critical is Go-Live on April 1st – with required functionalities which are very comprehensive can a partner recommend two phases of Go-Live.	Going live on April 1st is extremely critical. Recommendation on 2 phases of Go-live should be clearly mentioned in detailed manner and the final responsibility to accept the recommendation will lie with AAAL.
7	Third party system integration clarifications.	
	a. Details of business scenario currently doing in all respective third	This has been provided as a separate attachment.
	b.Integration methodology (Direct real time integration required or indirect integration with some time interval. (It will decide SAP licensing requirements)	Indirect integration with time interval.
	c.Integration capabilities of all third-party systems to decide integration design architecture. (API, FTP etc)	FTP route would be preferred.
8	Name of SAP modules implemented for alliance air company code in Air India SAP ECC Landscape.	HR and FICO
9	Data Migration requirements clarifications.	
	a. Need all required historical data in tabular forms or complete migration of transactional database table?	Currently, Air India has agreed to carve out all existing data of Alliance Air in the desired SAP S/4 HANA format. System Integrator needs to migrate the same onto the new Alliance Air setup, hence no specification for data requirement in a particular format is required.
	b.Does all the legacy data / transactional data need to be integrated with the new Private cloud or just access to old data is required on need basis.	Data needs to be accessed on need basis; real time integration is not required.

10	Do you have any existing GSP/ASP agreement to full fill GST compliances?	Existing GSP/ASP partner is E&Y. The following has been communicated by the ASP/GSP partner regarding GST: "Dear Team, Pursuant to the trail mail, we have herewith attached the format in which data will be required by EY in order to undertake preparation of returns under its scope of work as ASP/GSP. Please note that this does not include any accounting, legal or other areas. Further, we will require inward and outward supply data to be shared in this format on a monthly basis." The format for data has been provided as a separate attachment in the email.
Date: 17th October 2022		
Sr No	**Query Description**	**Alliance Air Response**
1	Do you use subcontracting process of MM for sending Assets outside for reparing?	Assets for repairing (hull and outer body) are sent to ATR (third party). GSMA agreement covers all reparing related jobs. For engine repairs, PWC is the OEM which covers engine repairs. Similarly, other repairs are outsourced to other vendors.
2	What is the use of work centers and its hierarchy, assignment of resources to the work centers, scheduling and planning parameters for the work center, cost center for the work center, activities and activity rates etc for asset accounting?	Currently there is no use of work centres, this process can be ignored as it was mentioned keeping in mind future possibilities.
3	Is any bank interface is active, if yes with which bank?	10 banks are currently being used for all transactions but no interface is currently available.

4	What is online printing of cheques? Is preprinted cheques are in use?	Online printing of cheques refers to creating a utility through which, client can create cheque payment in the SAP system and have the functionality of printing. Preprinted cheques are not is use.
5	Do you want **software application to develop at ECC** which will perform the following activity - 1) Carving 2) Cleansing	Currently, Air India has agreed to carve out all existing data of Alliance Air in the desired SAP S/4 HANA format. System Integrator needs to migrate the same onto the new Alliance Air setup. No software application to develop at ECC for carving and cleansing would be required. However please note the following: Data carving authenticity will be of utmost importance and any deviation observed as per carving activity carried out by Air India would have to be covered by System integrator. System integrator should be ready for any changes pertaning to data carving and cleansing if situation changes.
6	Provide the data volumne in each area, this will help to understand the data size	Data required for migration is for the past 10 years, details are yet to be availed.
7	Number of Company codes ?	1
8	Number of Work locations?	63 including the corporate office (Tentative)
9	Volume of GLs?	1400 are currently created but 600 are being used currently. This figure might change as per business requirements.
10	What is Project level Accounting ?	Project level accounting is not required.
11	What is actual costing? Is material ledger active in existing ECC system?	Kindly read the FRS point as "cost centre wise allocation of actual costs". Yes, material ledger exists in ECC system.
12	Volume of transactional data for last 10 years	Data required for migration is for the past 10 years, details are yet to be availed.

13	Currently GST portal interface is in use?	No GST portal interface is in use currently.
		EY is managing Alliance Air's GSTR reporting. The following has been communicated by themregarding GST filings:
		"Pursuant to the trail mail, we have herewith attached the format in which data will be required by EY in order to undertake preparation of returns under its scope of work as ASP/GSP. Please note that this does not include any accounting, legal or other areas. Further, we will require inward and outward supply data to be shared in this format on a monthly basis. The format set by EY is attached a seperate document."
14	Please mention the number of employees in the organization who will be	878 as on date
15	Please mention the number of wage types /payment & deduction components	As per attachment provided
16	Please mention the number of locations	All alliance air locations (63 in total), Alliance Bhawan, workshops for Engineers/technical assistant and pilots/cabin crew/security
17	Please mention the number of employee categories	Ground staff, Cabin crew/Pilots, Engineers/Technical assistants (As per attachment provided)
18	Please mention the number of employee subcategories	Employees- Regular Contract, Post reitrement contract. Cabin crew types- Pilots, Co-pilots, cabin crew, security personnel. Engineers- Asst. Eng. Etc. (details as per attachment provided)
19	Please mention the number of Pay Structures	As per attachment provided
20	Employee Self service Portal is in scope or not?	Employee self service portal functionality would be provided through FIORI app standard functionalities.
21	Please mention the number of holiday calendars	EL/PL is 30 days, CL/SL is 15 days. This is based on curent scenario. Special categories such as paternity leave/ maternity leave, compensatory off etc. is provided on a case to case basis as per terms of contract.
22	Shift planning is required or not?	Yes
23	Succession Planning Employees should receive auto monthly salary slips mails. Please clarify more about succession planning employees	This facility is not required.

24	PF Trust Fund Management is outside SAP? If yes , any integration required with SAP?	No integration is required with SAP. A template for information related to PF is required to be created such that the same can be downloaded and fed into Tally system.
25	Employee advances, Travel bookings, Travel payment is the part of Travel Management Module .So the travel management is part of the scope?	Travel management module is not a part of the scope.
26	Travel Bookings-Does it mean employee to submit a request with all the	Yes
27	How SAP ECC is communicating with third party application ? E.g 1) FTP 2) SAP PI 3) RFC	Currently all third party application are working seperately and no integration with existing SAP ECC landscape is present. For SAP S/4 HANA implementation, FTP route would be preferred for linking all third party applications and all requiremtnents for successful implementation of the same should be fulfilled by system integrator.
28	What is the volume of Interface Programs ?	Details of number of Interfaces and details captured in it are provided as a seperate attachment.
29	Are Current integrations point 2 point or routed through Middleware	Currently, no integration of Third party applications exist. All interfaces require integration with new SAP S/4 HANA system from scratch (Greenfield aproach).
30	How you are managing the incoming materials ? Is SAP MM module implemented in ECC server ?	No, MM module is not implemented in SAP ECC landscape. Air craft inventory is mainted through external portal within LAMINAR/ARMS namely MRO/LIMS and non- aircraft inventory is maintained by MMD through Allign Book portal.
31	Do you follow subcontrating process ?	Sub- Contracting process and its limitation has been mentioned in RFP.
32	What are the types of materials required in the new system ?	MM module is not being implemented, material requirement wouldn't be required.

33	What is the volume of Vendor/Customer/Employee ?	Vendor count is 1000 (approximately), Customer count is 150 (approximately) and current employees are 878 in number. The data is expected to change as per business requirements.
34	Are you planning for Third party data hosting environment for **old data retention** in ECC environemnt for Alliance Air specific company code data separately	Yes, that is a possibility we have provided in the RFP. The final decision to go ahead with third party data hosting environment for old data will be taken post analysing Technical and Financial Bids.
35	Do you want to retain 10 yrs old data in new S/4HANA database . This may impact the system performance.	Yes, 10 years data is required in the new S/4 HANA database although data needs to be accessed on need basis. Real time integration is not required. Performance SLA's must be catered to and will be monitored continuosly to judge System integrators performance.
36	Except HR & FI accounting integration rest all come under HR module	Yes
37	Although Specific Modules are in scope , however are there any other Modules/Business processes implemented like Procurement, Inventory,	No
38	Please provide the details of third party application - ARMS, MRO, PSS, PRA, Fuel B2B, MMD, Revenue, GST,Banking.	Attaching the same as a separate document.
39	Please provide the details of the SAP module integrated with third party application- Application Module 1) ARMS 2) MRO 3) PSS 4) PRA 5) Fuel B2B 6) MMD 7) Banking 7) Revenue 8) GST	No integration currently exists for any of the modules, all modules are working separately. Manual process exists where requirement of data from third party applications to Finance and HR exists.

Wage types	Payment Component/ Pay Structure	Deduction component
Ground Staff	Basic, HRA, Special Pay, Speical Allowance, Medical Allowance, Uniform Maintenance Allowance, Conveyance, Lecture Allowance, License Allowance, Support Allowance, Qualification Allowance	PF Contribution, Income Tax
Cabin Crew	Basic , HRA, Medical Allowance, Uniform Maintenance Allowance, Conveyance, Support Allowance, Add.Qualification Allowance	Income Tax, PF Contribution
Pilot	Basic, HRA, Special Pay, Special Allowance, Flying Allowance, Night Stop Allowance, Qualification Allowance	PF Contribution, Professional Tax, Income Tax
Maintenance Staff	Basic, HRA, Special Allowance, Medical Allowance, Uniform Maintenance Allowance, Conveyance, Support Allowance, Qualification Allowance	Income Tax, PF Contribution

Sr. No	Employee Details with Designations
1	Commander
2	Transition Commander
3	Synthetic Flight Instructor
4	Trainee Commander
5	Sr.First Officer/Sr.Trainee Pilot (ATPL)
6	Executive Director
7	First Officer
8	Head/ CFO
9	MCC Manager
10	MCC Engineer B1
11	Chief Ground Instructor
12	Dy.GM/Dy.chief Financial Officer
13	Sr.AGM
14	Chief/ AGM
15	Load & Trim Instructor

16	Manager/ Dy.Manager (Ground Instructure)/ Instrutor Technical)
17	Trainee Copilot/ First Officer
18	Sr. Manager
19	Company Secretary
20	Asst.Engg to Engineer (Tech. Services)
21	Fit. Despatcher/ Sr. Manager/ Manager/ Dr. Manager(Fit Despatcher)
22	Operation Controller (Dy.Manager/ Duty Manager- Retiree)
23	Manager/ Station Manager
24	Dy. Manager
25	Asst. Manager/ Asst. Manager (Crew Controller)
26	Officer/BPO Team Leader/Airport Manager/Crew Controller
27	Asst. Officer/ Asst.Crew Controller
28	Sr.Technical Assistant/Technical Assistant
29	Sr. Supervisor
30	Supervisor
31	Supervisor Security
32	Dy. Manager
33	Asst. Manager
34	Chief Cabin Crew
35	Dy.Cheif Cabin Crew
36	Sr.Cabin Crew
37	Cabin Crew

Third party applications usage details

Detailed business scenario being used currently in third-party systems at Alliance Air Aviation Ltd.

1. **ARMS- Airline resource management system**

   a) **The following details are captured with "Crew management sub system (CMS)": -**

   - Roster
   - Flying hours
   - Leaves/Special leaves
   - Training requirement (Ground Training/ Simulated Training)
   - Movement of crew
   - Rest Period
   - Weekly offs
   - Flying duty periods
   - Duty period
   - FLYING Time
   - Layover (Allowances)
   - Movement of crew for rest hour compliance

   Note Details mentioned above should be integrated with the new Alliance air setup (FTP route) having bidirectional flow of data i.e., from third party application to SAP S/4 HANA and vice-versa.

   b) **The following details are captured with "Human Resource management system (HRMS)": -**

   - Bio-Metric Attendance for staff

2. **Planning sub system (PSS)- This is used for network planning and contains the following information**

   - Number of flights
   - Sectors
   - Passenger load
   - Flying schedule

3. **Maintenance, Repair and Operations (MRO)- This is used for three main categories**

   - Inventory management (Procurement of Aircrafts)
   - Maintenance
   - Non-Aircraft inventory management

4. **Passenger Revenue Accounting (PRA)- This is used for the following**

   - Revenue form Air ticket and Associated revenue component.

5. **Revenue Accounting - This is used for capturing all forms of revenue from various sources including but not limited to the following:**

   - Recording / Reporting of Sales with Break-up of Fare, Ancillary and taxes for all distribution channels.
   - Agent deposits/advances/top-ups through various banking sources.
   - Recording /Reporting of Applicable Bank charges and GST.
   - Reporting/Recording of Sales commission and incentive & recoverable.
   - Recording and Reporting of Flown revenue with components.
   - Recording /Reporting of Refunds accounting with all relevant revenue components.
   - Value of Unutilized coupons accounting with the breakup of taxes (month wise)

- Recording /Reporting of Chargebacks in books of accounts.

- Segregation of all tax(Statutory & Airports taxes) reports, entries, reconciliation, Filling & issue of invoices

- Exchange variations on forex sales

- Reconciliation Sales vs Bank

- Reconciliation Top-up vs Bank.

- Reconciliation Top-up vs Sales.

- Opening and maintenance of customer/ vendor account.

- Knocking of the customers GLs.

- Creation of different type of periodical provisions.

6. **MMD - This is used for following**

- Details concerning P.O, GRAN, custom duty other Duty and Taxes, obsolete stock, slow-moving items, calculation of Obsolescence, calculation of closing stock within defined parameters

- Work order wise issuance of inventory. Aircraft wise usage of Inventory

- Item wise (code wise) quantity and value

- Reconciliation of Inventory with physical record based on bin allocation

- Details of open P. O's and GRAN

- Details of Inventory Aircraft wise vendor wise

- Advance payment details, Consumption details and stock position

7. **Fuel B2B - This is used for following**

- Fuel Rate uploading and reconciliation with rate as punched and quantity as approved

- Calculation and extraction of Fuel rates based on data from Oil Company's

- Complete details as mentioned in AV-7 (Challan of Fuel upliftment), to get flight wise, leg wise station wise and flight no. wise data

- Sales Tax and Excise details and compatibility to upgrade to GST in immediate future

- Calculation of closing stock

- Calculation of late payment charges as per required rate

- Ability to update any tax component change as per regulations

Note: Details mentioned from section 1 part b to section 7 should be integrated with the new Alliance air setup (FTP route) having unidirectional flow of data i.e., from third party application to SAP S/4 HANA.