

IMMEDIATE

Directorate General Defence Purchase
Ministry of Defence
New Airport Road
Tejgaon, Dhaka-1215

Tel : 58150995/ 01769-702953
Fax : 48111239

Web : www.dgdp.gov.bd
E-mail : adp2navy@dgdp.gov.bd

06.06.0000.246.07.182.23. 388

06 February 2024

Dear Sir

PRE-BID MEETING DECISION FORWARDING OF- ACTION SPEED TACTICAL TRAINER (ASTT)/ NAVAL TACTICAL SIMULATOR (QTY: 01 SET)

References:

- A. DGDP Tender Number 06.06.0000.246.07.182.2023 Dated 24 December 2023.
- B. DGDP letter number 06.06.0000.246.07.182.23.195 dated 18 January 2024 (Not to all).
- C. DGDP letter number 06.06.0000.246.07.182.23.305 dated 29 January 2024 (Not to all).

1. Pursuant to the letter at reference B & C, pre-bid meeting was held on 31 January 2024 at DGDP. Following issues were discussed in the meeting:

a. **Scope of Supply.** The Bidder opined/suggested that, "...but not limited" this text is used 39 times at different locations in the text. While it gives advantage and flexibility to the purchaser, it may also risk accomplishment of the project. Therefore, the Bidder requested for the removal of these phrases, or to limit them.

Comment/ Decision. The words are used to give flexibility for both sides and thus those words can be kept as it is.

b. **Future Expansion.** The Bidder has identified few points regarding the 'Future Expansion' outlined in the tender. The mentioned points are as below:

(1) If physical expansion is being discussed, the narrowness of the space may cause problems. If the available space may cause problems and available space does not allow the ASTT/ NT proposed to be developed to fit into the existing spaces, what will be the next step?

(2) If remote connection from other bases/ports are intended, it is clear whether ASTT cubicles will be placed at these remote points and on which network(s) they will be connected to the main system.

Comment/ Decision. For the existing ASTT replacement, Floor area and room space cannot be changed. Offered systems to fit in the room. For future expansion, spaces can be rearranged as it was discussed in the meeting. Visits to site may minimize problems. Connecting to the networks will be arranged by Bangladesh Navy.

c. **ASTT/ NT General Features.** The Bidder has made some requests and comment on few points mentioned in the 'ASTT/ NT General Features'. The requests and comment are as below:

(1) In order for the training to be carried out, the contents and procedures of these trainings should initially be explained to the Bidder.

(2) Afterwards, the procedures to be applied in training and all kinds of assets to be used in training shall be defined and limited.

(3) The expression 'multinational' expresses the need to create a very large library of behavioral models as a counter force. This concept also needs to be explained and limited.

(4) The system would be developed based on HLA (high-level architecture) standards. In this case, other mentioned simulators could be integrated into the ASTT/ NT. Yet, during this integrated operation, operating conditions at different speeds such as x1-x16 in ASTT will not be applicable.

Comment/ Decision. The training must consist of operations and maintenance of the supplied system. A detailed discussion may be generated on next available scopes. You may consider platforms of 'Janes Fighting Ships'. In addition, you may specially consider Asian naval platforms. A reasonable solution may be adapted by both sides.

d. **Training Features.** The Bidder opined/ suggested that the difference between MOC and CONSOLE statements is not understood. It should be detailed.

Comment/ Decision. You may consider Multi Operational Console (MOC) and CONSOLE as a same meaning.

e. **Game Developer Station Features.** The Bidder suggested that as the playground covers a vast area, it is important that how much of this area is land and sea and at what resolution and realism it is desired to be modeled. Combined with 3D visualization requirements, these factors will directly affect the need for computational power, system characters, and budget. Hence, they should be well defined.

Comment/ Decision. The area should be given as mentioned in tender specifications. The facilities should be portrait in a manner that user can develop a game as convenient. 3d visualization is incorporated considering the technological development.

f. **Functional Features.** In article 26.f it is mentioned that the require time is at least 16 hours of recording. The Bidder asked whether it will be limited with 16 or not.

Comment/ Decision. The time should be minimum of 16 hours recording at a go.

g. **General Service DBMS Station.** The Bidder suggested that as creating a database for all Naval & Coast Guard vessels, aircraft, weapons and sensors cannot be accomplished without the help of the BN, sources like 'Janes Fighting Ships' would be used as a source. The Bidder also added that, the information it includes is not sufficient to generate models that will be employed for war gaming scenarios. Optionally, the Bidder can provide the BN with GEMED (Ship Combat Effectiveness Evaluation Model) so that it can generate any surface ship that it will purchase, build. The Bidder also asked whether it is possible to limit the number of platforms to be modeled or not and will the BN support him in this activity or not.

Comment/ Decision. A detailed discussion may be taken into considerations during system development. System must incorporate the facilities to generate any kind of entity by the user end. BN will extend its co-operation to bidder as applicable/possible.

h. **Composition and Dimensions of Simulator.** The Bidder opined/ suggested that for the mentioned users, it seems difficult to fit the required console structure into the existing cubicles. (The dimensions of the room with a total area of 35 square meters are given on page 38, item 48)

Comment/ Decision. The dimensions of the room and diagram of simulators are given in the tender specs, which can be followed for further evaluation. A layout and floor plan is attached as enclosure.

j. **Game Controller Room.** The Bidder opined/ suggested that while exact-match is requested in this section, it is also stated that no additional information will be provided

other than seeing the ship, bridge and other systems on site. The Bidder also requested that BN should provide maximum support to the supplier at the cooperation level.

Comment/ Decision. As it will be a joint development venture, BN will extend its cooperation to bidder as applicable/possible.

k. **General Functions.** Camera footage is requested from any point in the tactical area. Considering the terrain size and target diversity, this means a significant amount of 3D visualization work. The Bidder requested to limit this request by means of platform types, number of platforms, geographical locations etc.

Comment/ Decision. Detailed discussion is necessary during the development of system. (Purchaser highlighted an example of drone launching, and its outcome thereafter).

l. **Cubicle Composition.** The Bidder opined/ suggested that there is a need to know the functionality and options of the original systems. However, In Article 43 it is stated that no additional information will be provided other than seeing the ship, bridge and other systems on site. The Bidder also added that BN should provide maximum support to the supplier at the cooperation level.

Comment/ Decision. A site survey will give a clear idea, however, BN will extend its hand of cooperation to bidder as applicable/possible.

m. **Cubicle Composition.** The Bidder requested to remove the word 'etc' mentioned in this paragraph in the statement 'land warfare elements etc', or to rewrite it to include what is needed. The Bidder also had some questions regarding this paragraph as mentioned below:

- (1) To what extent will the land warfare elements be modeled?
- (2) What will be the level of fidelity expected from models?
- (3) With what assumption will the prediction be made?

Comment/ Decision. The details are given in article 23 of tender spec. it is expected that bidder will follow as indicated in para 23.

n. **Environment Simulation.** The Bidder opined/ suggested that events such as a sunspot cannot be predicted and modeled without knowing its specifications. Hence, its effect on communication devices cannot be calculated and modeled. The Bidder also suggested that further description is needed for 'Communication black hole selection'.

Comment/ Decision. The communication black hole selection can be considered based on the environmental condition at users end.

p. **Lateral Guidance Types.** The Bidder suggested that the impact of tidal currents will need to be modeled. The Bidder asked for the loyalty level of the model.

Comment/ Decision. Tidal currents can be modeled considering the environmental conditions at users end.

q. **Automatic Maneuvers.** In some articles, only ship/planes, etc. are accepted as entities, while in others, weapons radars, etc. are also accepted as entities. (i.e., Article 27 v). The Bidder requested to clarify this situation.

Comment/ Decision. Ships, aircrafts, radar, weapons, etc are considered as separate entity.

r. **Entity Definition.** The Bidder opined/ suggested that RCS changes depending on from which relative section a ship is seen, accepted as SECRET information, and cannot be acquired by third parties. It also holds for ACSs. Thus, these data only can be generic. However, Simsoft can create an interface so that the BN can upload its genuine intelligence data to create a library. The Bidder also added that the minimum sensor/weapon quantities mentioned here may not be suitable for each type of platform such as submarines, and coast guard (patrol) boats.

Comment/ Decision. It will be appreciated if BN can upload its genuine data for creating library and can get facilities of ready platforms from library. The minimum sensor weapon quantities maybe incorporated based on the naval practices.

s. **Detection and Tracking Sub System.** The Bidder requested for the detailed information regarding these systems. However, from the statement in article 43, it appears that information will not be provided by BN.

Comment/ Decision. A detailed discussion may be generated during development of system.

t. **Weapon Sub-System Simulation.** The Bidder requested for maximum support from BN at the cooperation level in providing the details of all these Russian and Chinese system.

Comment/ Decision. BN will extend its hand of cooperation to bidder as applicable/possible.

u. **General Feature.** The Bidder requested for details of such console.

Comment/ Decision. As mentioned in tender specs. A site visit may reduce dilemma.

v. **Integrated Display Function of Operation Process.** Buyer and Bidder should discuss this issue further in a meeting. The requirement is vague and unlimited.

Comment/ Decision. The requirement is placed considering the naval practices and technological development.

w. **SONAR Target Characteristics and Actions.** The Bidder asked to know the level of details of the modeled 'cavitation profile'. The Bidder also suggested that it should be detailed and limited.

Comment/ Decision. The cavitation profile is to be given as per general characteristics of platform.

x. **Under Water.** The Bidder opined that all this information mentioned in this point cannot be obtained since it is classified as SECRET by the Navies. Hence, the Bidder suggested two possible salutations to this issue.

(1) The needed information here will be generated and modeled as probabilistic and rule-based. Yet, the amount of information to generate should be limited.

(2) An interface will be prepared for the BN, hence it can enter the information it has.

Comment/ Decision. Facilities should be incorporated as such BN can use data from library or can generate entities at user end as required.

y. **SONAR Simulation Features.** Modeling the sonar at this level of detail is not compatible with other components within the scope of the project. Therefore, the Bidder suggested modeling sonar at this level should be carried out in a separate simulator project.

Comment/ Decision. Facilities of existing ASTT are already tide up with same facilities. It is expected that bidder will provide no less than the required facilities.

z. **Particular of Software.** The Bidder opined that the statement 'to replicate ASTT/NT Simulator' is not understood. It should be detailed.

Comment/ Decision. Facilities to be kept for further modification/ up gradation/ replication of the system at user end.

aa. **Ownership of Software.** The Bidder suggested that only source codes developed solely for this project shall be classified as 'materials' and sole property of BN.

Comment/ Decision. It is expected to maintain confidentiality of information.

ab. **Interface Control Document (ICD), Source Code, Protocol and Dongle (Price to be quoted separately as optional item).** The Bidder suggested that since software will be developed depending on the hardware configuration in the offer, software updates/patches may not be available in accordance with a hardware update to be made by a different company. However, the requested software updates/ patches might only be achieved by creating new software. In this case, it is not possible to provide the service in question free of charge. The Bidder requested that The statement should be rewritten as 'If the hardware is updated due to simulator's obsolete in the future, the supplier is to provide at free of cost all kinds of software patches as required if and only the supplier itself updates the hardware based on the configuration which is approved by both parties.'

Comment/ Decision. All kinds of software patches are to be provided at free of cost and further discussion may take place if necessary.

ac. **Training Syllabus.** BN and the Supplier shall agree on the professional and educational background and qualification of the operator(s) to be selected.

Comment/ Decision. BN will select the suitable operators as convenient.

ad. **Mean Time to Repair (MTTR).** Even though bidders will have local agents, keeping MTTR AT 30 minutes may not be possible all the time. The Bidder requested that this should be a range between 24-48 hrs.

Comment/ Decision. Both parties agreed on the proposal.

ae. **Support by Buyer.** The Bidder opined that as it is stated that no additional information will be provided other than seeing the ship, bridge and other systems on site, this situation will negatively affect both the execution of the project and the finding of common ground between the customer and the supplier at the acceptance stage. BN should provide maximum support to the supplier at the cooperation level. In minimum SUPPLIER should be provided technical documents regarding the platforms and systems to be modeled. Furthermore, there should be monthly assessment meeting during the project execution with the end user.

Comment/ Decision. BN will extend its co-operation to bidder as applicable/possible.

af. **Site Preparation and Installation Works.** More than a year of time is allocated to development and shipment of the ASTT/NT system to Bangladesh. The Bidder requested that in the meantime, in order to create a reliable work plan for site preparation and installations works, the expressions 'within 45 days' would change to 'within 90 days'.

Comment/ Decision. A discussion may take place for finding a suitable option.

ag. **Guaranty for Spare Support.** In different articles of the tender document, there are expressions such as '2 years(mandatory)', '3 years (subject to additional offer)', 'at least 10 years (mandatory)' for spare parts. The Bidder requested to clarify this situation.

Comment/ Decision. It is expected that the bidder will provide support as per tender spec.

ah. **Offer Validity.** The offer is expected to be valid until June 2025, so it appears it could be very long time before work begins. In order for the supplier to make the necessary plans, the Bidder requested to take into account the current workloads, the company selected as the supplier should be given a preparation period before /after signing, not less than 3 months but not more than 6 months.

Comment/ Decision. The offer shall remain valid until June 2025 as discussed.

aj. **Delivery.** The Bidder requested, the supplied items are to be ready for delivery at Supplier location within 24(Twenty Four) months after signing the contract to the following consignee:

Comment/ Decision. It is expected that timeline of tender spec will be followed. Basing on the situations in future, a discussion between both parties may take place for supplying item within 24 months only.

ak. **Financial Offer.** The Bidder opined that if the buyer decides and notifies this at the offer stage, it can be considered, although it is risky. After signature of the contract this clause is not acceptable.

Comment/ Decision. Financial offer is given based on the existing policy of user government.

al. **Terms of Payment.** The Bidder requested that the awarded Bidder should issue 20% of CFR and 10% of LC values in order to be paid the first installment of the hardware. This constitutes a hardship for the awarded Bidder since instead of making a profit, it will deposit a larger amount to a bank in Bangladesh. This requirement should be revised lowering the performance and bank guarantees to %10 in total of LC value. The Bidder also requested that on Installement-4: 60% coast of ASTT/ NT software shall be paid upon presentation of following documents to the bank:

- (1) Certificate of satisfactory completion of FAT
- (2) Acceptance Certificate of Setting to Work in SUPPLIER location.

Comment/ Decision. Financial offer is given based on the existing policy of user government.

am. **Miscellaneous Terms and Conditions.** BN/DGDP have the rights to select any bidder or cancel the whole tender process at any time without assigning any reason (Part shipment may be allowed. The Bidder opined that such a statement may prevent potential Bidders to present an offer, hence it should be rephrased ensuring the protection of the right of the Bidders.

Comment/ Decision. Miscellaneous terms are given based on existing government policy.

an. **LC.** It was enquired to disclose the issuing bank of Letter of Credit and confirm whether the LC will be confirmed or unconfirmed? If confirmed, could you please clarify the confirmation charges that will be paid by the applicant? For the corresponding bank check purposes could you please inform issuing bank options?

Comment/ Decision. Irrevocable Letter of Credit (LC) will be opened with a designated Schedule Bank of Bangladesh determined by Public Accounts Department (PAD) of Bangladesh Bank (Central Bank of Bangladesh).

ap. **Payment of LC.** It was enquired about the payment type of LC, whether it is sight or deferred? If deferred, could details be provided?

Comment/ Decision. The LC is Operative as per DGDP rules.

aq. **Performance Guarantee (PG).** As per clause 77, is there any option to choose between CFR or LC? Is there any criteria?

Comment/ Decision. The supplier shall furnish a Performance Guarantee (PG), (as mentioned at the specimen format) with a validity of 03-12 months (as applicable) from the date of expiry of the delivery schedule (as per DGDP format in foreign currency) in the shape of Bank Guarantee as security. The PG is of @ 10% on the CFR value amounting to Euro/USD..... (In Words.....)/not less than USD 5,000.00 in favour of Senior Finance Controller (Defence Purchase/Navy) as security money through any schedule bank located in Bangladesh (except Standard Chartered Bank Ltd) with a view to opening LC.

aq. **Extension of Tender Opening Date:** Some of Suppliers need extension of for submitting the tender offer.

Comment/ Decision. After deliberate discussion, it was informed that it will be as per DGDP rule. It will depend on the request from the potential bidders for extension. However, it is encouraged to drop the tender on time.

ar. **Pre-bid site survey.** It was enquired that when can bidder go for site survey and procedure?

Comment/ Decision. It can be done anytime provided it is requested through DGDP with visitor's details, expected date of visit and necessary document. DGDP will inform BN and BN will arrange site survey (at Bidder's cost).

as. **Pre-bid site survey.** It was enquired that can bidder give presentation through their authorized agent?

Comment/ Decision. It can be provided that the presenter is well conversant with the system.

as. **BG by Local Agent.** It was enquired that whether the BG can be given by Local Agent?

Comment/ Decision. The BG must come from the Principal in USD and Local agent can then deposit. BG cannot be given solely from local agent.

2. Forwarded for your kind information and necessary action please.

Thanking You


ZAKIA SULTANA
Lt Commander BN
For Director General

Enclosure:

1. Floor plan and Room dimension layout - 01(one) page.

Distribution:

External:

Action:

DGDP Enlisted suppliers

