

FALCON's Proposal for **AE Logistics** Cubizon R-Cross

June 10, 2024

Doc. No. - Sales/FR/PT/007/R0



**Kind Attention –
Mr. Sergio Betancourt**

Offer Ref: F24-00300-A; Date 10.06.2024.

Subject – Techno-commercial Offer for Cubizon R-Cross

Dear Team,

We are pleased to submit our Techno-commercial Offer in response to your requirement.

As you will note, we have studied your requirements in great depth and, along with the information collected during the workshops and calls with you, we have put together a detailed technical proposal laid out in various sections and sequenced to enable you to understand our proposed solution and to re-enforce our commitment to be your partner in this strategic initiative.

In subsequent sections, we have highlighted the capabilities and experiences of Falcon Autotech with sections on our Automation Technologies and references.

To conclude, I would like to add my personal commitment, on behalf of Falcon Autotech. We will be pleased to assist you for any further information or clarifications that you might have.

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1. Glossary

S. No.	Term	Description
1	RFQ	Request For Quote
2	IT	Information Technology
3	BOQ	Bill Of Quantity
4	PDP	Power Distribution Panel
5	PC	Personal Computer
6	UPS	Uninterrupted Power Supply

2. Technical Specifications:

PROPERTY	UNITS	VALUE
SIZE		
Maximum Length	mm	700
Maximum Width	mm	600
Maximum Height	mm	700
Minimum Length	mm	25
Minimum Width	mm	25
Minimum Height	mm	25
Measurement Increment	mm	1
WEIGHT		
Maximum Weight	Grams	50000
Minimum Weight	Grams	20
Least Count	Grams	1
Throughput	PPH	800-900 (With Conveyor)
SHIPMENT SHAPE		
Regular Boxes	NA	YES
Dimension Interval	Sec	3
Surface Characteristics	NA	Stainless Steel
Orientation	NA	Object to be buffed at Axis
Spacing	NA	NA
Operational Temperature	Celsius	5 to 55
Power	NA	230V
Barcode Scanner	NA	Wired 1D Scanner (Wireless and 2D Optional)
Interface with PC	NA	USB/Serial
Portable	NA	No (Optional)
Camera	NA	Optional
Printer	NA	Optional

3. System Drawing



7.1 Delivery Schedule

Dispatch within 12-14 weeks from the date of signed PO for Profiler.

8. Commercial Terms

8.1 Price Sheet

Price Schedule	
Included Components	Price USD
Cubizon - R Cross Gen 2 Cubizon Software Package Barcode Scanner API Integration	USD 7990
Infeed- 1.5-meter Non- Powered roller conveyor Output- 1.5-meter non-powered roller conveyor	USD 1800
Packing and forwarding	USD 490
Total	USD 10280

The Total Price is to be understood.

- Ex Works – Greater Noida, India
- Freight charges will be extra at actual.
- Taxes, Customs, Duties extra at actuals
- Including Packing and Forwarding
- Duty unpaid
- Installation and Commissioning charges will be extra
- Price is valid for 60 days from the date of proposal.

Our Price does not include taxes, and duties, import duties, charges, fees, taxes etc. charged by authorities outside India for deliveries and services. Same shall be borne & paid by client itself.

*Material Laydown area is in customer scope

8.2 Payment Terms

The Supplier Quotation is based on the following payment schedule:

Stage 1: 30% Advance along with PO.

Stage 1: 70% Before Dispatch of machine

9. Warranty Period

The Falcons offered System comes with a standard warranty of 1 year and post completion of warranty, customer can opt for Extended warranty. Warranty covers the following support:

- Telephonic, Email and Remote Service Support when required.
- Regular Software updates and Bug Fixes.
- Supply of Mechanical and Electrical components in case of failure (excluding damages as mentioned in Exclusion Clause)

The warranty does not apply to replacement or repair of:

- Faulty articles:
 - Failure to comply with the manufacturer's recommendations (logistics documentation, Technical Information Note, retrofit document) and the rules of the trade.
 - Negligence or abnormal use of equipment.
 - Anomalies produced by an environment of use, storage or transport that does not comply with the specifications or recommendations of Falcon: packaging, temperature, hygrometry, sector, insulation, etc.
 - A defect due to a cause external to the supplies and services of Falcon.
- Equipment other than that supplied by Falcon.
- Items that can be repaired exclusively by Falcon that have been repaired or attempted repairs other than those carried out by Falcon.
- Items that fail due to normal wear and tear of one or more of its components or whose tamper-evident seals (varnish, strip, etc.) have been broken or whose serial numbers have been removed or modified.
- Items damaged during transport to Falcon due to the use of unsuitable packaging.

10. Exclusions

The scope of supply includes all parts which are defined in the Supplier's quotation.

All other parts which are not defined in the Supplier's quotation do not belong to the Supplier's scope of supply and are excluded. The following parts are also excluded:

- A. Server PC is not included in this proposal.
- B. Building infrastructure; building structure, doors, fire exits, levelling devices, building extinguisher and fire alarm system, building heating and lighting system.
- C. The weighing and Dimensioning system proposed are not LFT.
- D. Electrical power supply and wiring to the main control cabinets.
- E. UPS for Controls and Drives
- F. Electrical Power for Installation
- G. Network Cabling up to the Main Server Rack
- H. Intermediate wiring to parts which are to be supplied by the Purchaser/others.
- I. Emergency/Uninterruptable power supply
- J. Fire-alarm and fire protection devices.
- K. Traffic and route markings
- L. Laydown Area

- M. Ram protection devices
- N. Cat walks, bridges, maintenance aisles and platforms
- O. Assembly tools like forklifts and hoisting machines.
- P. All kind of network incl. Local Area Network (LAN/WLAN), exceeding the scope described in Scope of Supply
- Q. Any Kind of Civil work
- R. Any adjustment of the Supplier's scope of supply to local rules and regulations
- S. X-Ray machines
- T. Roller cages/ Pallets
- U. Simulation and 3D animation of the sorter system
- V. Interface with other equipment not specified in this offer.
- W. Provision of facilities for the control room (furniture, air conditioning, heating, etc.).
- X. The supply and installation of fencing around the different corridors.
- Y. Any item specifically indicated as not forming part of the subject matter of the Seller's supply in the offer documentation.