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## Techno-Commercial Offer of Cubizon R-Thru – TATA Motors

July 16, 2024

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



**Kind Attention –**

**Mr. Ankit Dharwardkar**

**M/s TATA Motors**

**Offer Ref: F24-00333B; Date 16/07/2024.**

**Subject – Techno-commercial Offer for Static DWS System – Cubizon R-Thru**

Dear Team,

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

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.

To conclude, I would like to add my personal commitment, on behalf of Falcon Autotech. As we move through the RFP process, please do not hesitate to contact me and my team. We will be pleased to assist you for any further information or clarifications that you might have.

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Website : [www.falconautotech.com](http://www.falconautotech.com)  
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## 1. Cubizon R-Thru



Reference Image

**NOTE:- Maximum weight Capacity : 100 KG**

## 2. Technical Specifications

PROPERTY	UNITS	VALUE
SIZE		
Maximum Length	mm	1200
Maximum Width	mm	1000
Maximum Height	mm	1000
Minimum Length	mm	50
Minimum Width	mm	50
Minimum Height	mm	50
Measurement Increment	mm	1
WEIGHT		
Maximum Weight	Kilo Grams	80/150/200
Minimum Weight	Grams	100
Least Count	Grams	10
Throughput	PPH	700-900
SHIPMENT SHAPE		
Regular Boxes	NA	YES
Dimension Interval	Sec	3
Surface Characteristics	NA	Stainless Steel with Roller Bed
Orientation	NA	Object to be butted at Axis
Spacing	NA	NA
Operational Temperature	Celsius	5 to 55
Power	NA	230V
Barcode Scanner	NA	Wireless 1D Scanner
Interface with PC	NA	USB/Serial
Portable	NA	NO
Camera	NA	Optional
Printer	NA	Optional

### 3. Commercial Terms

#### 3.1 Price Sheet

Pos.	Description	Total Quantity	Amount (INR)
FM1	Cubizon R-Thru API Integration Wired 1D Barcode Scanner	1	6,60,000/-
	P&F	1	15,300/-
	<b>Total Price</b>		<b>6,65,300/-</b>

#### 3.2 Addons Price List

Pos.	Description	Total Quantity	Amount (INR)
FM2	Non-Powered Infeed and outfeed Roller Conveyor 1.5 Mtr Each (optional)	1	60,000/-
	Elevation Stand (Optional)	1	25,000/-
	Camera (Optional)	1	20,000/-

The Total Price is to be understood.

- Ex Works – Greater Noida, India
- Freight charges Extra.
- Taxes, Mentioned Above.
- Duty unpaid
- Installation and Commissioning: Inclusive.
- 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 Unloading & Laydown area is in customer scope

#### 3.3 Payment terms

Stage 1 – 30% advance along with PO

Stage 2 - 70% + taxes before dispatch

## 4. Warranty Period

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.

## 5. 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. Unloading of the system
- B. PC-Desktop
- C. Building infrastructure; building structure, doors, fire exits, levelling devices, building extinguisher and fire alarm system, building heating and lighting system.
- D. Electrical power supply and wiring to the main control cabinets.
- E. UPS for Controls and Drives
- F. Electrical Power for Installation
- G. Emergency/Uninterruptable power supply
- H. Laydown Area
- I. All kind of network incl. Local Area Network (LAN/WLAN), exceeding the scope described in Scope of Supply
- J. Any Kind of Civil work
- K. Any item specifically indicated as not forming part of the subject matter of the Seller's supply in the offer documentation.