

Final Techno Commercial Proposal of Telescopic Belt Conveyor TATA TRENT  
July 9, 2024

F23-00546\_Ver 5.0



Dear Mr. Nikhil Shedge,

M/S – TATA Trent

Offer No – F24-00334 Date – 09-07-2024

Dear Sir,

We are pleased to submit our Techno-Commercial Offer to TATA Trent in response to your RFQ.

We are proud to emphasize that Falcon Autotech, serving as the prime contractor for this project, is a global leader in intra-logistics automation solutions. Falcon Autotech specializes in Bin based ASRS, goods to person solutions, Sortation, conveying, PPTL based Fulfillment Solutions. The company boasts an impressive portfolio, with over 200 Installations deployed worldwide, with handling capacities from 800 to 60,000 Units/Hour. Falcon Autotech has an outstanding track record in the design, manufacture, installation and Life cycle support of cutting-edge intralogistics automation systems.

As you will note, we have studied your requirements in great depth and, along with the information collected during the workshops, visits and calls with your different teams, 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.

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 with any further information or clarifications that you might have.

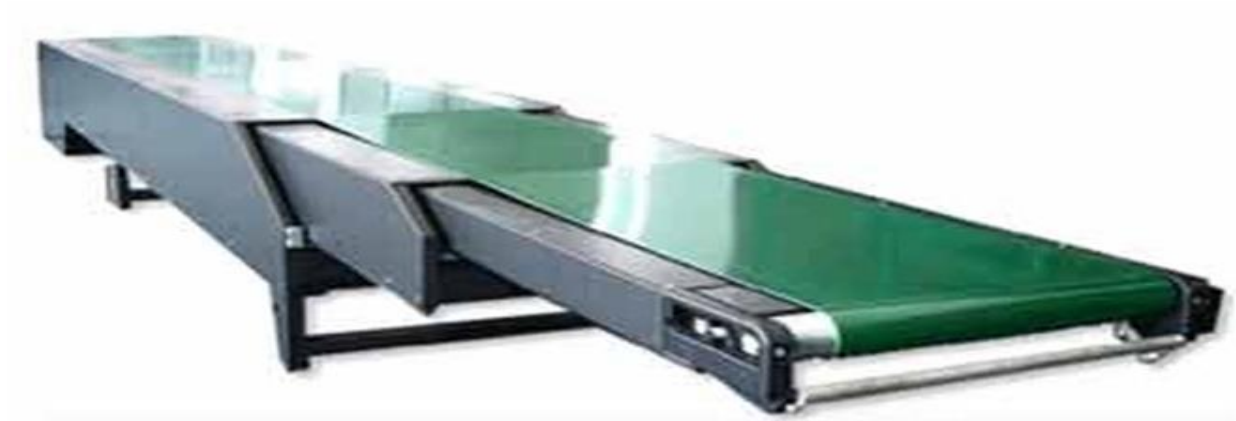
**Best Regards,**

**Shantanu Rawat**

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## 1. Reference Picture



## 2. Key Technical Details

Technical Specifications – Model 1	
Base Length	6000 mm
Extension	12000 mm
Total Length	18000 mm
Belt Width	800 mm
Machine Height	850 mm
Belt Speed	25-45 mpm
Weight Capacity	50Kg/m

### 3. Scope of Supply/BOQ

Mechanics			
Pos.	Qty.	Description	Value
FM1	1	<b>Telescopic Belt Conveyor</b>  Belt Width System Height	~800 mm width ~850 mm
Controls			
FC1	1	<b>Controls</b>  Control Panel Field Cabling	Inclusive
Services			
FS1	1	<b>Project management</b>  A Senior project manager oversees the project of an agreed lump sum.  Several meetings on site are also included. <ul style="list-style-type: none"> <li>○ Board &amp; Lodging</li> <li>○ Travel Expenses</li> </ul>	Included
FS2	1	<b>Installation &amp; Commissioning</b>  The Installation is carried out by specialists of supplier based on an agreed lump sum – for a normal working time of 10 hours per day and 6 days per week – also includes <ul style="list-style-type: none"> <li>○ Board &amp; Lodging</li> <li>○ Travel Expenses</li> <li>○ Insurance</li> <li>○ Tools</li> </ul>	Included
FS3	1	<b>Training</b>	Inclusive

Freight			
FF1	1	<b>Packaging &amp; Forwarding</b>  Includes Packaging Cost of the System and Loading into Trucks	Inclusive
FF2	1	<b>Freight</b>  Transportation of material to nominated Site	TBD

#### 4. Price Schedule:

Price Schedule – Model 1		
S. No.	Component	Price (INR)
FM1	<b>Telescopic Belt Conveyor</b> <ul style="list-style-type: none"> <li>Base Length: 6000 mm</li> <li>Extension Length: 12000 mm</li> <li>Total Length: 18000 mm</li> </ul>	INR 14,00,000/-
FS1	<b>Packing Charges</b>	INR 28,000/-
	<b>Total</b>	<b>INR 14,28,000/-</b>
	<b>Final Price per TBC</b>	<b>11,50,000/-</b>

- Note – The quoted price includes basic start/stop integration with your RFID (Radio Frequency Identification) system.
- Total qty – 5 Numbers

## 5. Terms and Conditions

- **Price:** Ex Works
- **Taxes and Duties** – Extra at actual
- **Payment Terms and conditions:**

The Supplier Quotation is based on the following payment schedule:

Payment Terms %	Stage
40%	Along with PO
40% + Taxes	Against PI prior to dispatch
20%	After Installation and commissioning

- Installation and commissioning: Included
- **Freight:** Extra as actuals.
- **Delivery Schedule:** Immediately after receiving PO along with advance.
- **Validity:** Offer valid for 7 days.
- **P & F:** Mentioned above.
- **Other Taxes:** If any applicable would be charged extra prevailing at the time of dispatch.
- **Others:** We will have the right to take photographs/Video of the machine at your site.

## 6. Warranty and Support

Falcons offered System comes with a standard warranty of 1 year against Manufacturing defects.

## 7. 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:

- Mezzanine and Staircase
- Electrical power supply and wiring to the main control cabinets
- UPS for Controls and Drives
- Electrical Power for Installation
- Network Cabling up to the Main Server Rack
- Intermediate wiring to parts which are to be supplied by the Purchaser/others
- Emergency/Uninterruptable power supply
- Fire-alarm and fire protection devices
- Traffic and route markings
- Laydown Area
- Ram protection devices
- Cat walks, bridges, maintenance aisles and platforms
- Assembly tools like forklifts and hoisting machines
- All kind of network incl. Local Area Network (LAN/WLAN), exceeding the scope described in Scope of Supply
- Any Kind of Civil work
- Any adjustment of the Supplier's scope of supply to local rules and regulations
- X-Ray machines
- Roller cages/ Pallets
- Simulation and 3D animation