DIVISION OF FINANCE
Procurement Services

Date: September 13, 2019

To: Steven Bentz
TAMU – Galveston

From: Maria Young
Procurement Services

**Return this sheet only with recommendations by September 20, 2019.**
Fax information to 979-862-3383 or e-mail to meyoung@tamu.edu.

Attached are the results from our recent invitation for Bid 10GALV-JTB-1612 [PR122557155] for K-Sim Engine Desktop Simulator Upgrade.

It appears that an award may be made to Kongsberg Maritime Simulation Inc., based upon the "Best Value Criteria" as specified on the Invitation for Bid. Please review the attached tab sheet, all bids, literature, and provide your recommendation for award.

If you do not agree with this analysis, provide your recommendation below to include justification for the recommendation based upon the specifications and best value criteria outlined in the bid. All vendors not meeting the criteria must be disqualified on an individual basis until the vendor that meets the requirements as written is identified.

Please fill out and sign below as indicated and return to e-mail address or fax to 979-862-3383. An award cannot be made until your approval is received.

If you have questions, please call me at 979-845-2139.

☐ Award to vendor as indicated above.

☐ Award to another vendor as indicated, based on the criteria outlined below

☐ Do not award to any vendor based on the reasons outlined below. (Indicate rebid or cancellation of request)

Explanation for option selected: ________________________________

__________________________________________
Signature

409-741-7197
Phone

9/18/19
Date

P.O. Box 30013
1477 TAMU
College Station, TX 77842-3013

Tel. 979.845.4570  Fax. 979.845.3800
http://purchasing.tamu.edu
Yes, that would be best. Encumbering one year at a time.

Thank you,

Steve Bentz  Business Coordinator II
Marine Engineering Technology  Texas A&M University at Galveston
200 Seawolf Parkway | Galveston, TX 77554
ph: 409.741.7197  fax: 409.741.7153  bentzs@tamug.edu
----------------------------------
TEXAS A&M UNIVERSITY | FEARLESS on Every Front

Duty, honor, country: Those three hallowed words reverently dictate what you ought to be, what you can be, what you will be. They are your rallying point to build courage when courage seems to fail, to regain faith when there seems to be little cause for faith, to create hope when hope becomes forlorn.
General McArthur

Re: COMMENT ADDED TO REQUISITION #: 122557155
Cart Name: 2019-08-28 923007492 03
Prepared by: Steven Bentz

Dear Steven Bentz,

Marla Young has commented on Requisition 122557155

Comment: Steve - will you not carry the support program for the following years on the equipment? I can award the following years and mark it in the system so that only one (1) year at a time encumbers. It is best to proceed in this manner if you are going to carry forward the following years. Please advise.

To reply to this comment click on the following link

View Comment
Re: COMMENT ADDED TO REQUISITION #: 122557155
Cart Name: 2019-08-28 923007492 03
Prepared by: Steven Bentz

Dear Marla Young,

Steven Bentz has commented on Requisition 122557155

Comment: Attached is the signed bid approval. This authorization is just for item one on the requisition. Thank you.

Attachment: Bid Approval

To reply to this comment click on the following link

View Comment

Support Team Contact Information:
AggieBuy@tamu.edu

Thank you,
Texas A&M University
### Award Scenario for K-Sim® Engine Desktop Simulator Upgrage and LTSSP

#### Sort Bids by:
- **Total Bid**

#### Scenario Award Actions
- **KONGSBERG MARITIME SIMULATION INC**
  - **Response Notes**
    - 1000 characters remaining
  - □ Total Bid
    - 206,923.73 USD
  - □ Product Line Items
    - 206,923.73 USD
  - □ Supplier Attachments
  - □ Questions

- □ Show Supplier Response Notes
- □ Expand All
- □ Collapse All

**9/16/19**
Price Document
Quotation No.: US116427B / 21 May 2019

K-Sim® Engine Desktop Simulator
Upgrade and LTSSP
Texas A&M University of Galveston

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Kongsberg Digital AS
## DOCUMENT STATUS

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<td>A</td>
<td>11 April 2019</td>
<td>PHA</td>
<td>First Issue</td>
</tr>
<tr>
<td>B</td>
<td>21 May</td>
<td>PHA</td>
<td>Revised</td>
</tr>
</tbody>
</table>

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Lourdes Evans  
Area Sales Manager  
Mobile +1 860 912 2968  
Lourdes.evans@kci.kongsberg.com  
Address:  
Kongsberg Digital Simulation Inc.  
170 Leonard Drive  
Groton, CT 06340  
kongsberg.com

Date: 27 August 2019

Address: Kongsberg Digital AS  
PC Box 1009  
N-3194 Horten Norway

Telephone: +47 67 80 48 00  
E-mail: maritimesimulation.sales@kdi.kongsberg.com  
Web Site: http://www.kongsberg.com

Quotation No.: US116427B / 21 May 2019
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## 1  **SALES PRICE**

Firm fixed quotation to: Texas A&M University of Galveston

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<tr>
<th>Item</th>
<th>Description</th>
<th>Price in: USD</th>
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<tr>
<td>Long Term System Support Program (LTSSP)</td>
<td>Year 1: $48,090.00&lt;br&gt;PC replacement software updates, and training will be scheduled in Year 1</td>
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<td>Year 2: $38,250.00</td>
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<td>Year 3: $39,206.25</td>
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<td>Year 4: $40,864.11</td>
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<td>Year 5: $41,191.07</td>
<td>Included</td>
</tr>
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</table>

_The 5-year LTSSP Program also includes PC replacement (we will reuse existing displays), software upgrade, and 5 days of training. Upgrade and Training to be done during the first year of the LTSSP._

### Option 1

**K Sim Engine Desktop Licenses:**
- 18 x Licenses for ERS Model DEDF42 Cruise Ferry
- Installation on existing hardware
- Training, 2 days

Price: $101,420.00

### Option 2

**K-Sim Engine Desktop Simulator Licenses Anytime-Anywhere:**
- 10 x Anytime-Anywhere Licenses for K-Sim Engine Model L11 MC90-V for a period of 12 months

Price: $33,044.00

Quotation No.: US1164278 / 21 May 2019
2 GENERAL TERMS AND CONDITIONS

2.1 Expenses Excluded in Sales Price
The sales price is exclusive of possible import duties, taxes, any withholding tax and VAT.

2.2 Payment Terms
The LTSSP contract: price shall be invoiced on an annual basis in advance of the commencement date of this contract. Supplier will not commence with the Supports until the contract price for the payment term has been duly received.

Payments shall be due thirty (30) days from date of invoice. Customer is responsible for processing and settling all invoices by the due dates. Overdue payments are subject to a surcharge fee of one percent (1%) per month or the maximum permitted by Norwegian law, whichever is lower.

Any non-scheduled costs will be paid separately on a monthly basis, against a Supplier invoice. Kongsberg is prepared to discuss alternative solutions.

2.3 Time of Delivery
The equipment will be delivered to: Texas A&M University of Galveston 4-6 months after signed contract.

2.4 Terms of Delivery
According to INCOTERMS 2010: CIP/DAP Texas A&M University of Galveston, USA.

2.5 Validity of Quotation
This quotation is valid until: 90 days after the date of this document.

2.6 Export License
The Delivery is pending on export license from Norwegian Department of Foreign Affairs. Any of their requirements, given regarding this delivery, must be fulfilled.

2.7 Travel to High Risk Areas
Kongsberg Digital will normally follow the travel advice provided by the Norwegian Ministry of Foreign Affairs and International SOS, and reserves the right to postpone any on-site installation, commissioning and service request based upon a negative travel advice.

Additional travel expenses to HIGH risk destinations (Meet & Greet) as defined by the Norwegian Ministry of Foreign Affairs and International SOS will be charged to the customer and is not included in the quotation.

2.8 Product Recycling
Please check our website http://www.km.kongsberg.com and then “SUPPORT” and “Product Recycling” for more information.

Quotation No.: US116427B / 21 May 2019
2.9 Other Terms and Conditions

Please refer to attached PDF-document:
609407/2 "Standard_Cond_S&L_of_SW_and_HW Logo.pdf".