

单一来源采购谈判记录表

项目名称：购买水下缆控潜器(ROV)零部件

记录人：林勇

谈判地点：青岛市黄岛区长江东路 8 号

谈判时间:2018.5.18

供应商名称	Soil Machine Dynamics Singapore Pte Ltd(SMD)			
产品名称	ROV 用零部件	数量	一批（附清单）	
规格型号	附清单	目标价格	94391.80 美元 约¥778590.76 元	
质量等级				
技术要求	零部件必须满足“发现”号水下缆控潜器的技术要求，能够在需要时完成所购零部件同“发现”ROV 在用零部件的更换或备用。			
供应商提供的采购标的成本、同类项目合同价格以及相关专利、专有技术等情况说明	供应商为设备生产商，无中间供应商，采购价为生产商价格。			
合同主要条款及价格商定情况	合同总价 EXW94391.80 美元，货期 9-20 周，由外贸公司、中国科学院海洋研究所和 SMD 公司签订三方外贸合同。			
谈判争议点	无			
谈判结果	中国科学院海洋研究所 94391.80 美元的价格从 SMD 公司购买这批零部件。			
谈判小组人员	姓名	单位	职称	签字
	于非	中国科学院海洋研究所	研究员	于非
	郭景松	国家海洋局第一海洋所	正高级工程师	郭景松
	郭心顺	中国海洋大学	教授	郭心顺
	李元龙	中国科学院海洋研究所	研究员	李元龙
	张洪欣	国家海洋局北海分局	教授级高工	张洪欣
谈判小组组长	签字	于非		时间：2018.5.18

附件清单

Items	Description(En)	Description(Ch)	Type	Qty.
1	Harness for Mini Zeus camera	小高清摄像头水下线	AH5512	2
2	Harness for Titan4 Manipulator	机械手水下线	AG6096	2
3	Harness for TCU	伺服阀箱水下线	AG2405	2
4	Harness for Pan&Tilt	电云台水下线	AH5006	2
5	Joystick D/EX 2735 Fighter Pilot	飞行员操控手柄	AB3321	1
6	Comms ear defender head set MT7H798	全时双工通讯耳机	AB1035	4
7	Bowtech Led	水下 LED 灯	AG9044	2
8	Camera IT1000	摄像头	AG9053	1
9	Pan&Tilt PT-10	水下电子云台	AJ0006	2
10	Pan&Tilt Pt-25	水下电子云台	AH1063	2

QUOTATION: 51864



Institute of Oceanology Chinese Academy of S
R/V Operation & Management Center
7 Nanhai Road
266071 -
Qingdao
CN - CHINA

Soil Machine Dynamics Singapore Pte Ltd
33 Ubi Avenue 3
#01-59 VERTEX
Singapore 408868

TEL: +65 6576 9160
FAX: +65 6576 9169

Date: 11/05/2018

Dear Lin Yong,

Thank you for your recent enquiry, ref: QR18 parts04/11, we are pleased to offer this quotation.

ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
1	AH5512	HARNESS MOULDED 4000mm	EACH	2	2,731.86	5,463.72
2	AG6096	HARNESS MOULDED 4000mm	EACH	2	1,378.35	2,756.70
3	AG2405	HARNESS MOULDED 4000mm / BURTON	EACH	2	1,198.08	2,396.16
4	AH5006	HARNESS MOULDED 6000mm	EACH	2	1,213.69	2,427.38
5	AB3321	JOYSTICK D/EX 2735 FIGHTER PILOT	EACH	1	7,311.81	7,311.81
6	AB1035	COMMS EAR DEFENDER HEAD SET MT7H79B	EACH	4	503.69	2,014.76
7	AG9044	LAMP LED-U-4200-AC-500 C/W BURTON 5507-1508 (6000M)	EACH	2	4,782.24	9,564.48
8	AG9053	CAMERA INSITE IT1000 MONO LLC BURTON 5507-1508 CONNECTOR	EACH	1	5,376.91	5,376.91
9	AJ0006	PAN + TILT ROS PT-10	EACH	2	10,279.04	20,558.08
10	AH1063	PAN + TILT ROS PT-25	EACH	2	18,260.90	36,521.80

Total Quotation Value (Excluding VAT):

94391.80

All prices are shown in USD

Should you require any additional information please
contact SMD Customer Support
referring to Quotation: 51864

Yours Faithfully,

For and On Behalf of Soil Machine Dynamics Singapore Pte Ltd

Prices may be subject to change if quantities differ when ordered

Ex-works SMD Singapore

Current lead time approximately 14 working weeks

Shipping at cost + 10% or can collect from SMD Singapore

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Date:

ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	DISC %	EXTENDED PRICE
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Validity: For 30 Days

Payment Terms: 30 Days from Invoice Date

All goods subject to prior sale.

All prices shown are in USD.

SMD's Standard Terms and Conditions of Sale 'SMDSP-SAL-MIN-STD-003' apply to quotations for spares. SMD's Standard Terms and Conditions of Sale for Services 'SMD-SAL-SERV (MIN)-STD-001' apply to quotations for equipment repairs, modifications and upgrades. The applicable terms shall supersede and replace any and all other terms and conditions or previous agreements. Any special conditions agreed and incorporated into this Quotation shall take precedence over SMD's Standard Terms and Conditions.

Bank remittance service charges: Sender to pay ALL outgoing bank charges (include Intermediary bank charge); Payee to pay incoming bank charges