

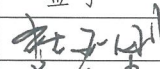
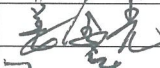
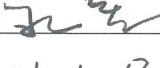

## 单一来源采购谈判记录表

项目名称：科学轮动力定位系统修理和维护

记录人：姜森

谈判地点：科考船指挥大厅

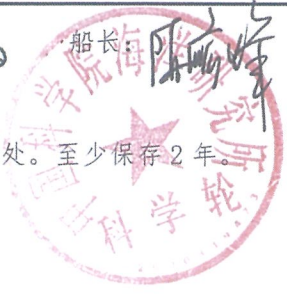
谈判时间：2021.05.08

供应商名称	Kongsberg Maritime China Ltd.			
地址	1-3F/T4-1 Building, 334 Jinhu Road	电话	Tel: +86-21-50323636	
产品名称	科学轮动力定位系统修理 和维护	数量	一次	
规格型号	DP-1	目标价格	114427.00 元	
技术要求	3610 无法正常工作需上船检查维修以及 DP 系统检查：确认所有推进器的线性比例；确认推力曲线是否变化；确认 DP 传感器工作是否正常；确认 DP 工作是否正常。			
论证意见	“科学”2012 年建造时通过公开招标确定采用 Kongsberg Maritime China Ltd. 提供的电力推进系统，此设备是“科学”轮核心重要设备，初始采购价格 500 多万人民币，为船舶提供海上动力定位，设备状况关系科考作业的效率 and 精度。该公司拥不可替代的专利和技术，为满足配套一致和保障维修后正常运行，只能从原设备供应商处采购维修服务，经专家论证和商谈，确定服务时间和费用，具体见报价单。			
谈判过程及最终报价	根据船上维护申请内容，确认相关维修和检查的的具体内容和工期，并根据 Kongsberg Maritime China Ltd. 2021 年服务费率（见附表）进行核对，确定最终报价为 114427.00 元。			
谈判小组人员	姓名	单位	职称	签字
	杜玉刚	中国科学院海洋研究所	高工	
	姜金光	中国科学院海洋研究所	高工	
	孔宪才	中国科学院海洋研究所	高工	
谈判小组组长	签字 		时间 2021.5.8	

## 船舶修理工程申请单

船名	科学	轮机[ ]甲板[ <input checked="" type="checkbox"/> ] 实验室[ ]	日期	2021.05.04	编号
No.	修 理 内 容				批 注
1.	船上动力定位系统的差分 GPS 信号不稳定, 3610 设备经常死机, 因下航次动力定位作业较多, 现申请检查维修 3610, 测试信号, 确认 DP 系统稳定可用。				问题
2.	/				
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					

部门长:



船长:

机务主管:   
2021.5.6

船舶中心:   
2021.5.6

注: 保存在部门长处。至少保存 2 年。

**Kongsberg Maritime China Ltd.**  
 1-3F/T4-1 Building, 334 Jinhu Road  
 Pudong District, Shanghai, 201206, China  
 Tel: +86-21-50323636  
 Fax: +86-21-50323100



**KONGSBERG**

Travel & Expense Voucher (TEV)							
Customer		Order No.		Ship Name 科学号			
Engineer 袁松		Made by Mr. Shao Qi		Approved by		Project No.	
Remarks 3610无法正常工作, 安排工程师上船检查维修, 以及测试整个DP系统					Date 8/May/21		
No.	Item	Description			Total	Covered by KMCS	To be charged
1	Transportation	Air Fare/Taxi/Boarding Pass/Hotel			8000	0	8000
2	Admind	10% Admin			800		800
3	Allowance	Engineers	days	Rate/CNY	2800		2800
		1	7	400			
3	Travelling Hours (Max. 8 Hrs/Day)	Date/Time	Hrs	Rate/CNY			
		0900-1700	8	755	6040		
		0700-0800 2000-2100	2	755	1510		
		0700-0800 2000-2100	2	755	1510		
		0700-0800 2000-2100	2	755	1510		
		0700-0800 2000-2100	2	755	1510		
		0900-1700	8	755	6040		19630
4	Preparation/After work Hours	Date/Time	Hrs	Rate/CNY			
		1300-1500	2	1120	2240		
		0900-1100	2	1120	2240		4480
5	work Hours (Min. 4Hrs)	Date/Time	Day	Rate/CNY			
		0800-2000	12	1330	15960		
		0800-2000	12	1330	15960		
		0800-2000	12	1120	13440		
		0900-1700	12	1120	13440		
	0900-1700	12	1120	13440		72240	
6	<b>Subtotal - Service</b>				107950	0	107950
	<b>VAT 6%</b>						
			VAT	1.06	6477	0	6477
7	Spare Parts	Part Name	Qty.	Unit Price/CNY			
8	<b>Subtotal - Spares</b>				0	0	0
	<b>COC FEE</b>						
		Long Term COC					
9	<b>Total Amount(CNY)</b>				<b>114427</b>	0	<b>114427</b>
10	<b>Total Amount (USD)</b>						

预估报价, 最终按照实际服务报告结算, 测试计划如下:

- 1, 检查3610, 以及申请测试信号
- 2, 确认所有推进器的线性比例
- 3, 确认推力曲线是否变化
- 4, 确认DP传感器工作是否争正常
- 5, 确认DP工作是否正常

康士伯企业管理(上海)有限公司  
 邵琦  
 13818871932  
[qi.shao@kn.kongsberg.com](mailto:qi.shao@kn.kongsberg.com)



KONGSBERG

KONGSBERG MARITIME CHINA LTD

# Intergrated Solutions

## SERVICE RATES - 2021

IN-HOUSE / ONSHORE	NORMAL TIME ("NT") (CNY per hour)	OVERTIME ("OT") (CNY per hour)	TRAVEL TIME (CNY per hour)
Service Engineer	1120	1330	755
System Engineer	1245	1475	835

ACCOMMODATED ONBOARD*	DAILY RATE (CNY per day)	OVERTIME ("OT") (CNY per hour)	
Service Engineer	15920	1530	755
System Engineer	17675	1695	835

\*Accommodated onboard is when work location is Offshore OR when a vessel is quayside and customer/yard provides accommodation and meals on board.  
(Offshore is defined as any time the vessel leaves the dock and includes hours spent in transportation (crew boat/helicopter) from shore to the vessel).

## KONGSBERG Remote Service Rates

REMOTE SERVICE RATES	1 <sup>ST</sup> LINE SERVICE/REMOTE SUPPORT	2 <sup>ND</sup> LINE SERVICE NORMAL TIME ("NT") (USD per hour)	2 <sup>ND</sup> LINE SERVICE OVERTIME ("OT") (USD per hour)
	E.g. analysis, observation and assess issues	E.g. Safe Job analysis, upgrades / modifications, assess and rapid resolution of issues (Software functionality is not included)	
System Engineer	Described in subscription	215	278
System Specialist	Described in subscription	242	315

Some of the Remote Services availabilities require an active subscription.

All hours related to 2nd Line Service is charged at the same hourly price (e.g. preparation and after work)





# Integrated Solutions

## Minimum charge

Minimum hours will be charged at actuals (excluding travel time), however minimum charge is 4 hours per day for domestic In-house / Onshore & Remote Service work and 8 hours for abroad In-house / Onshore work. For Accommodated Onboard work, minimum charge is one Daily Rate per day. Time worked in Overtime will be charged at Overtime rate.

## Travel time, normal time and overtime

Travel time is charged on actual hours spent on travel to-and-from base location / hotel and work location.

In-house / Onshore Normal Time is limited to 8 hours between 07.00 and 17.00 on weekdays, excluding public holidays at job location.

Accommodated Onboard Daily Rate is daily charge for 12 hours including weekends and public holidays at job location. At the day of arrival and the day of departure, the charge will be on pro-rata basis.

In-house / Onshore Overtime is working time exceeding normal time, including weekends, public holidays at job location and all work outside of the time window between 07.00 and 17.00.

Accommodated Onboard Overtime is working time exceeding 12 hours.

Remote Service Normal Time is limited to 8 hours between 07.00 and 17.00 on weekdays, excluding public holidays, at home base location of supporting service center. Any time outside of the time window will be charged at Over Time rate for Remote Service.

## Requests

Requests to a Kongsberg Maritime office or a Kongsberg Maritime appointed agent must include a written confirmation with a purchase order number and customer's full name, contact person, address and invoicing details.

## Rescheduling / cancellation

If a confirmed service order is rescheduled or cancelled within 2 working days' notice prior to travel start, additional charge of 7,700 CNY will apply. For local ports, within the range of 100 km from home base, additional charge of 3,850 CNY will apply on less than 1 working day rescheduling / cancellation notice prior to travel start.

If a confirmed Remote Service order is cancelled within 2 working days' notice, all incurred costs will be invoiced. Minimum fee is 2nd Line Service Minimum charge. Cancellation of prepared Software is charged according to Kongsberg Maritime Standard Terms and Conditions.

## Public holidays and weekend mobilization

For mobilization of personnel during public holidays and weekends (at home base), additional charge of 7,700 CNY will apply, with mobilization time less than 48 hours of job start. Regarding Remote Services, 8 hours 2nd Line Service hours rate will apply.

## Travel and accommodation expenses

Travel (including mileage) and accommodation expenses (including per diem) will be charged on a reimbursable basis + 10% administration fee. Unless otherwise agreed in writing, travel and accommodation expenses will be in accordance with KM's Policy. Daily allowance will be invoiced as below:

China domestic: 400 CNY per day

APAC region: 550 CNY per day

Europe, Africa and Americas region: 650 CNY per day.





# Integrated Solutions

## Work preparation / completion

A complete written report will be issued following each service visit. Preparation, reporting and completion time will be charged according to In-house / Onshore & Remote Service rates.

## Waiting time / standby time

Waiting time/Standby time will be charged according to Onshore, Accommodated Onboard or 2nd Line Service rates. The number of charged waiting/standby hours for Onshore & Remote Service is limited to 8 hours per day and for Accommodated Onboard limited to 12 hours per day.

## High risk areas

Kongsberg Maritime will normally follow the travel advice provided by International SOS and Ministry of Foreign Affairs and reserves the right to decline a service request based upon a negative travel advice.

There will be an additional charge of 3,850 CNY per day for services performed in Africa Sub-Sahara (except Namibia and South Africa) and in countries with High or Extreme Risk rating according to [www.internationalsos.com](http://www.internationalsos.com)

Any charge incurred for "Meet & Greet" will be added and reimbursed for engineers travelling to high risk areas.

## Terms and conditions

Unless explicitly agreed otherwise in writing, Kongsberg Maritime rejects any standard conditions contained in buyers purchase order or similar document and the work will be performed in accordance with Kongsberg Maritime Standard Conditions for After Sales & Support. These can be retrieved at [this location](#).

Note: The rates are effective from January 1<sup>st</sup> 2021.

All prices are tax-exclusive, unless otherwise agreed in writing.

Kongsberg Maritime reserves the right to change these rates without prior notification.





# Integrated Solutions

## Kongsberg Maritime requirements to HSE and working conditions

### General

Kongsberg Maritime anticipate the customer or yard to follow internationally accepted standards for industry, shipping and offshore with respect to HSE and Working Conditions.

The working conditions in Norway or on a Norwegian installation have to comply with the Norwegian national rules and regulations. These regulations will be the guidelines for a Kongsberg Maritime representative working outside Norway.

In the event a representative deems the conditions to be unsafe or harmful to health, Kongsberg Maritime reserves the right for him/her to discontinue his/her work until Kongsberg Maritime views the situation as acceptable. However, Kongsberg Maritime will inform the customer or site representative and work together in order to sort out the situation.

### Working Hours

Normal working hours for Kongsberg Maritime representative on sites or offshore is 12 hours and limited to 16 hours including Over Time in one 24 hours period.

### Accommodation

If the customer or yard provides accommodation or meals on site or onboard, Kongsberg Maritime anticipates the following standards:

1. A proper single bed with linen in an environment suitable for sleeping.
2. Proper facilities for taking care of personal hygiene and washing of clothes at all times.
3. A minimum of three meals per day including availability of potable water at all times.

In the event of these requirements not being fulfilled, Kongsberg Maritime reserves the right to charge daily allowance and travel cost in accordance with the local travel regulations.

