

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:2018.5.11

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	116231.19 美元 约¥958506.32 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 EXW116231.19 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 116231.19 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	时间：2018.5.11	

附件清单

Items	Description(En)	Description(CH)	Type	Qty.
1	o-ring	补偿器密封圈	OR-152431	1
2	Filter Element for water removal OCH1210	油水分离器	AB9717	2
3	Filter Element for LP Hydac-0240 D005 BN4HC	低压过滤器	AG5264	2
4	Filter Element for HP Hydac-0330 D005 BN4HC	高压过滤器	AC1955	2
5	ASSEMBLY HORZ THRUSTER C/W FITTINGS	水平推进器轴封	AD5487	1
6	Proximity Sensor Embeddable Ex Rated	近距离传感器	AA5797	4
7	TCU Controller PCB	伺服阀控制电路板	AD6358	1
8	Sheath Umbilical Gland 23mm	铠装缆衬套	AC9315	2
9	Collar Umbilical Gland 23mm Umbilical	铠装缆衬套	AC9317	2
10	ROV Anode	ROV 保护阳极	HRS1761352	20
11	Winch Umbilical Encoder	绞车电缆编码器	AC8710	1
12	Length-out Counter	缆长计数器	PF9492	1
13	Winch Speed Rate Meter	绞车缆速比例计数器	PG6088	1
14	Tension Meter	拉力计数器	PG0355	1
15	TCU Servo Valve	推进器伺服阀	AG2077	1
16	Bullet	承重头	AK0011	1
17	Plate Target C/Tension Fleeting TYPE	排缆器目标限位	PH1595	4
18	Assembly Leadscrew Bearing Drive End	带马达的轴承组件	AC6401	1
19	Assembly Leadscrew Bearing Non Drive End	无动力的轴承组件	PG4351	1
20	FIELD BUS BECKHOFF KL2442 2 DIGITAL	数字输出电源器	AF1507	1
21	FIELD BUS BECKHOFF KL3468 8 CHANNEL	数字输出电源器	AF1519	1
22	TIMER SPDT 50ms-100Hr 12-240V	延时器	AC6462	1
23	Magnet Sensor	传感器	PJ5446	10
24	Spacer Magnet	传感器	AH5190	1
25	Connector Magnetic Switch	磁性开关	PJ0043	1
26	Pin Gimbal/Bullet QuantumIII/QusarII	承重头销子	AF7264	1
27	Item 26 of brake assembly BA-85 single + double acting and brake cylinder BCI-M reference: AG9407 MOTOR HAGGLUNDS MB84-21300	ROV 轿车刹车片	AB2650	2
28	Filter return element	绞车 HPU 回油滤芯	AF3489	1
29	FILTER ELEMENT PALL HC0FKS13H TO FIT PRESSURE FILTER PALL HH4710S24KSTB13	绞车 HPU 进油滤芯	IA5344	1
30	AIR BREATHER FILTER HC0293SEE5	空气呼吸滤器	AD5834	2
31	FILTER ELEMENT PALL HC9100FKN13H TO FIT RETURN FILTER PALL HH6420F24KNTB1YF15	甲板液压站回油滤芯	IA5345	1
32	FILTER ELEMENT PALL HC9100FKN8H TO FIT PRESSURE FILTER PALL HH4610S20KNSB1	甲板液压站进油滤芯	IA5346	1
33	FOCAL 907 mother board	Focal 907 母板	AF1229	1
34	Skid chassis	工具底座	AH2035	1
35	Assembly Viking 84 C/Bal/brake/Case Flush	马达阀组	AD6891	1
36	VALVE BLOCK ASSEMBLY	操作阀组	Ah0001	1



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

Date: 11/05/2018

Dear Lin Yong,

Thank you for your recent enquiry, ref: QR18 parts03/28, we are pleased to offer this quotation.

ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
1	OR_152431	SEAL O-RING BS431 (132.72 X 6.99). SHORE 50	EACH	1	12.50	12.50
2	AB9197	FILTER ELEMENT	EACH	2	0.00	0.00
3	AG5264	FILTER ELEMENT HP 0240 D 005 BN4HC	EACH	2	213.74	427.48
4	AC1955	FILTER ELEMENT FOR LF330 - 5 MICRON	EACH	2	200.72	401.44
5	AD5487	ASSEMBLY HORZ THRUSTER C/W FITTINGS	EACH	1	11,369.72	11,369.72
6	AA5797	SENSOR, PROX (EX II 3G RTD) - 5-60Vdc 2-100mA EMBED	EACH	4	295.95	1,183.80
7	AD6538	ASSEMBLY CABLING HV PDU	EACH	1	1,837.50	1,837.50
8	AC9315	SHEATH UMBILICAL GLAND - 23mm	EACH	2	136.40	272.80
9	AC9317	COLLAR UMBILICAL GLAND - 23mm UMBILICAL	EACH	2	160.65	321.30
10	HRS1761352	ANODE ROV-0148-030-04	EACH	20	44.73	894.60
11	AC8710	ASSEMBLY UMBILICAL ENCODER	EACH	1	2,983.94	2,983.94
12	PF9492	FOR SPARES QUOTE CONFIGURED UNIT. NEW P/N MAY BE REQ'D.	EACH	1	1,380.47	1,380.47
13	PG6088	DO NOT QUOTE. QUOTE P/N FOR CONFIGURED UNIT ONLY.	EACH	1	1,239.59	1,239.59
A new part number configured for this system will be provided on receipt of order						
14	PG0355	CHECK CONTRACT NO. & QUOTE CONFIGURED UNIT (NEW P/N MAY BE	EACH	1	1,517.59	1,517.59
A new part number configured for this system will be provided on receipt of order						
15	AG2077	ASSEMBLY VALVE SERVO 57 LPM 65mA 80 Ohm COILS 4-WAY MS	EACH	1	2,674.44	2,674.44
16	AK0011	ASSEMBLY BULLET	EACH	1	6,932.84	6,932.84
17	PH1595	PLATE TARGET C/TENSION FLEETING TYPE	EACH	4	131.22	524.88
18	AC6401	ASSEMBLY LEADSCREW BEARING DRIVE END	EACH	1	6,940.32	6,940.32
19	PG4351	ASSEMBLY LEADSCREW BEARING NON DRIVE END	EACH	1	1,832.64	1,832.64
20	AF1507	FIELDBUS BECKHOFF KL2442 2 DIGITAL OUTPUT 24VDC 4A (1x8A)	EACH	1	204.68	204.68
21	AF1519	FIELDBUS BECKHOFF KL3468 8 CHANNEL ANALOGUE IN 0-10V	EACH	1	387.05	387.05
22	AC6462	TIMER SPDT 50ms-100Hr 12-240Vac/dc 8A DIN Mtd	EACH	1	153.09	153.09
23	PJ5446	MAGNET (31 x 5.3 x 15 Thk Ferrite)	EACH	10	109.03	1,090.30
24	AH5190	SPACER MAGNET	EACH	1	136.08	136.08

QUOTATION: 51860



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ITEM	PART	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
25	PJ0043	SWITCH MAGNETIC PROX (IMPULSE)	EACH	1	355.24	355.24
26	AF7264	PIN GIMBAL/BULLET QUANTUM III/QUASAR II	EACH	1	972.00	972.00
27	AB2650	KIT BRAKE BAND SET HAGGLUNDS (SEE SUPPLIER REF)	EACH	2	11,453.51	22,907.02
28	AF3489	FILTER RETURN ELEMENT UE319AS20Z	EACH	1	500.48	500.48
29	IA5344	FILTER ELEMENT PALL HC0FKS13H TO FIT PRESSURE FILTER PALL	EACH	1	288.09	288.09
30	AD5834	AIR FILTER ELEMENT HC0293SEE5	EACH	2	272.63	545.26
31	AF3489	FILTER RETURN ELEMENT UE319AS20Z	EACH	1	500.48	500.48
Part on inquiry sheet states IA5345 but this is incorrect						
32	IA5346	FILTER ELEMENT PALL HC9100FKN8H TO FIT PRESSURE FILTER PALL	EACH	1	215.99	215.99
33	AF1229	PCB FOCAL 907-V MOTHERBOARD CONSOLE 907-0024-49	EACH	1	7,039.03	7,039.03
34	AH2035	ASSEMBLY CHASSIS IOCAS	EACH	1	14,746.31	14,746.31
By Air						
34	AH2035	ASSEMBLY CHASSIS IOCAS	EACH	1	12,033.14	12,033.14
35	AD6891	MANIFOLD VIKING 84 C/BAL/BRAKE/CASE FLUSH	EACH	1	4,255.02	4,255.02
36	AH0001	ASSEMBLY PVG VALVE BLOCK	EACH	1	7,154.08	7,154.08

Total Quotation Value (Excluding VAT):

116231.19

All prices are shown in USD

Should you require any additional information please
contact SMD Customer Support
referring to Quotation: 51860

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 12 working weeks

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

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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