

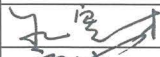



# 单一来源采购谈判记录表

项目名称：动力定位年度预算备件采购

记录人：苑林

谈判地点：科考船指挥大厅

谈判时间：2023.03.23

供应商名称	Kongsberg Maritime China Ltd			
地址	1F&4F, No. 136, North Fute Road, Pudong District, Shanghai, 200131, China	电话	+8621 3127 9888	
产品名称	动力定位系统备件	数量	5项5件	
规格型号	DP-1	目标价格	74835.38元	
技术要求	满足“科学”轮动力定位系统维护保养使用，具体备件名称、型号、采购数量见“科学”轮轮机部备件申请单。			
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 提供的动力定位系统，此设备是“科学”轮核心重要设备，为船舶在海上科考作业提供精确的定位和艏向控制，可极大提高科考站位定位的精度和作业效率。该公司拥不可替代的专利和技术，其他品牌和型号的备件无法匹配，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此批备件，经专家论证和商谈，确定供货价格和交货期，具体见报价单。			
谈判过程及最终报价	经多次沟通，确认相关备件的具体型号和数量，并就同类备件的历史采购价格和现报价进行讨论，了解到某些备件近几年价格已有较大变化，确定最终报价为 74835.38 元。			
谈判小组人员	姓名	单位	职称	签字
	孔宪才	中国科学院海洋研究所	高工	
	宋永真	中国科学院海洋研究所	高工	
	应瑞功	中国科学院海洋研究所	高工	
谈判小组组长	签字 	时间 2023.3.23		

## 船舶备件申请单

船名: 科学 部门: 甲板部 日期: 2023.02.08 申请编号: KXJB20230201

设备名称: 动力定位 出厂编号:					制造日期: 2011		
设备型号: DP-1		生产厂家: 康士伯					
序号	备件名称	备件号	单位	申购数量	船存数量	核发	备注
1.	交换机	351658/MOXA Ethernet Switch EDS-316	台	1	0	/	
2.	风速仪	700801/WindObserverII, 2m	台	1	0	/	
3.	风速仪显示器	404883/Observator OMC-140 MultiDisplay	台	1	0	/	
4.	风速仪显示器支 架	702219/Bracket for OMC Display	台	1	0	/	
5.	电源	326396/Power, QUINT-PS/1AC/24DC/10	台	1	0	/	
申请理由: 年度预算内动力定位 系统维护保养用备件		同意					
部门长/日期: 张超 2023.02.08		船长/日期: 刘成文 2023.02.08					
机务审批/日期: 刘长林		同意 2023.02.09					

备注:

1. 编号格式: 船名简写+部门简写+年+月+本月申请次数
2. 保存在公司主管人员和船舶部门长处, 至少保存2年。

# QUOTATION



KONGSBERG

## Customer

Institute of Oceanology ,Chinese Academy of Sciences  
7 Nanhai Rd,  
266701 Qingdao  
China

Quotation no	<u>523-1001756-1</u>
Date	22. Mar 2023
Customer account	<u>5230032</u>
Your request	KE XUE
Your reference	
Your contact	
Our project	2230057
Our contact	Xue Xin Yang
Terms of payment	Net 30 Days
Terms of delivery	CIP QINGDAO (INCOTERMS 2020)
Installation no	i026900
Lead time	Around 6 month after PO
Shipped by	Car
Valid to	21. Apr 2023

## Delivery address

MV KE XUE

POS	Item no	Description	Quantity	Unit	Unit price	Discount	Disc%	Amount
1.00	351658	Moxa DIN Rail Switch EDS-316, Unmanaged, 16x 10/100BaseT (X), 2x 24VDC	1.00	Pcs	4,481.00	0.00	0.00 %	4,481.00
2.00	700801	Gill WindObserver II, non-heated version, with 2m cable and standard junction box.	1.00	Stk	30,708.00	0.00	0.00 %	30,708.00
3.00	404883	Observer OMC-140 8.5" LCD MultiDisplay	1.00	Pcs	23,514.00	0.00	0.00 %	23,514.00
4.00	408107	OMC-140 Bracket	1.00	Pcs	3,700.00	0.00	0.00 %	3,700.00
5.00	326396	Power QUINT-PS/1AC/24DC/10 Rev.4 2866763 Rev.4	1.00	Pcs	3,823.00	0.00	0.00 %	3,823.00



1F&4F, No. 136, North Fute Road, Pudong District, Shanghai, 200131, China  
Tel: +8621 3127 9888 Fax:+8621 5032 3636

# QUOTATION



**KONGSBERG**

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 [https://www.kongsberg.com/contentassets/6a99a777865746db914c2088271c4015/gcs\\_tc\\_2022.pdf](https://www.kongsberg.com/contentassets/6a99a777865746db914c2088271c4015/gcs_tc_2022.pdf).

**CORONA VIRUS DISCLAIMER**

The implications of the Coronavirus pandemic are currently difficult to foresee. Kongsberg Maritime will make all reasonable commercial efforts to overcome the implications in the best interest of the customer, but formally reserve the right, subject to reasonable prior written notice and consultation with the customer, to delay, extend, or suspend the deliveries or services to the extent necessary due to any relevant impeding implications on deliveries or services caused by or related to the Coronavirus pandemic. Kongsberg Maritime will cover its own costs in relation to such necessary delay, extension, or suspension, but shall not be liable for or responsible for, and the customer shall hold Kongsberg Maritime harmless from and against, any costs or consequences incurred by or on part of the customer.

**WAITING FEE**

Subject to National regulations on quarantine time for travelers, Kongsberg reserves the right to charge waiting fee if a service engineer must be quarantined due to Covid-19 regulations in either the country of departure and/or country of arrival in connection with an assignment.

The waiting fee for quarantined personnel will be charged with 8 hours of normal time for every second day in quarantine. (E.g. 14 days in quarantine will result in a quarantine fee of 7 days at normal time charges).

	<u>Taxable</u>			
	66,226.00			
<b>Sales balance</b>	<b>Total charges</b>	<b>Sales tax</b>	<b>Total</b>	
66,226.00	0.00	8,609.38	74,835.38	CNY

Best regards  
Kongsberg Maritime China Ltd

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Xue Xin Yang  
Kongsberg Maritime China Ltd

