



## SECTION - II

### INSTRUCTIONS TO BIDDERS

#### A. INTRODUCTION

##### 1. DEFINITIONS

- 1.1 "AAI / The Buyer" means the Airports Authority of India.
- 1.2 "The Bidder / Vendor" means the individual or firm who participates in this tender and submits its bid.
- 1.3 "Project Leader AAI" means the AAI executive responsible for signing all documents from AAI side and shall coordinate all the activities of the CAMC of Computers, Peripherals, Accessories and Software at Mangalore Airport with the bidder / contractor.
- 1.4 "The Contractor" means the individual or firm taking up the work as defined under the Notice Inviting Tender.
- 1.5 "The Work Order" means the order placed for the CAMC of Computers and Peripherals at Mangalore Airport.
- 1.6 "The Contract" means the agreement signed between the Buyer and the Contractor as per the terms and conditions contained in the Works Order.
- 1.7 "The Contract Price" means the price payable to the Contractor under the Works Order for the full and proper performance of its contractual obligations.
- 1.8 "Non-responsive Bid" means a bid, which is not submitted as per the instructions to the bidders or Earnest Money Deposit has not been attached, or the required data has not been provided with the Bid or intentional errors have been committed in the Bid.

##### 2. ELIGIBILITY CRITERIA

- a) Vendor should have successfully completed similar nature of works against
  - i) Three separate work orders, each for an annual value equal to 40% or more of the estimated cost, in last 3 years ; or
  - ii) Two separate work orders, each for an annual value equal to 50% or more of the estimated cost, in last 3 years ; or
  - iii) Single work order, each for an annual value equal to 75% or more of the estimated cost, in last 3 years.for Government Departments or Public Undertakings or reputed Private sectors (with in India). Work Completion Certificate from the clients with complete detail of work carried out shall be submitted.

# Enterasys V2h12user Guide

**S Ben Porath**



## **Enterasys V2h12user Guide:**

## Unveiling the Energy of Verbal Beauty: An Psychological Sojourn through **Enterasys V2h12user Guide**

In a global inundated with screens and the cacophony of immediate connection, the profound energy and mental resonance of verbal art often disappear in to obscurity, eclipsed by the constant barrage of sound and distractions. Yet, located within the lyrical pages of **Enterasys V2h12user Guide**, a charming work of fictional brilliance that impulses with raw emotions, lies an memorable trip waiting to be embarked upon. Penned by way of a virtuoso wordsmith, that interesting opus guides visitors on a mental odyssey, lightly exposing the latent possible and profound impact embedded within the intricate internet of language. Within the heart-wrenching expanse with this evocative examination, we will embark upon an introspective exploration of the book is central themes, dissect their charming publishing style, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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web the marketing communications mix also called the promotion mix consists of four major tools advertising personal selling sales promotion and public relations each tool has its own unique characteristics and costs

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web in a push strategy the promotional mix would consist of trade advertising and sales calls while the advertising media would normally be weighted towards trade magazines exhibitions and trade shows while a pull strategy would make more extensive use consumer oriented advertising and sales promotions while the media mix would be

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web between the covers the book discusses the entire marketing communication package consisting of advertising publicity public relations direct marketing and sales promotion apart from mass communication person to person communication in the form of personal selling is also covered in sufficient details

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web marketing implementation companies have typically hired different agencies to help in the development of advertising sales promotion and publicity ideas however this often results in a lack of coordination between elements of the promotion mix when components of the mix are not all in harmony a confusing message may be sent to consumers

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web jun 16 2022 tip 1 get to know your audience do in depth research on your target market and localize your advertising efforts to create a successful marketing and advertising campaign it is key to understand the audience you are targeting singapore is a multicultural multiracial and multi religious country made up mostly of chinese malay

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web learn about buying behavior sales promotions are a great strategy that helps businesses learn about the purchasing pattern of their customers enhancing sales with an innovative sales promotion technique sales teams can drive up a considerable amount of revenue by enhancing sales earning loyalty

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web it includes tools for consumer promotion trade promotion business sales force promotion rapid growth a decade ago ad to sales promotion ratio was about 40 60 now is like 25 75 growing this is due to managers need to increase sales internal some external causes like the of brands has increased seen as similar competitors

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