



DIRECTORATE OF HORTICULTURE AND FOOD PROCESSING
4th FLOOR, VINDHYACHAL BHAWAN, ARERA HILLS, BHOPAL
Phone: 0755-2578491
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NO/ HORTI /POLYHOUSE/2019-20/ 7704

Dated 30/10/19

**ONLINE TENDER FOR SUPPLY AND INSTALLATION OF
PROTECTED CULTIVATION INFRASTRUCTURES
(POLYHOUSE Fan and Pad system) AT RAJ BHAWAN, BHOPAL**

Directorate of Horticulture & Farm Forestry invites On-line Tender under e tendering system for supply of protected cultivation infrastructures (Poly house) at Raj Bhawan, Bhopal up to 05:00 PM on 21/11/2019 along with Earnest Money Deposit, from eligible manufacturers/ suppliers as per details mentioned in the Tender documents. Tender document is available at www.mptenders.gov.in.

Amendments if any, will be published on Department's website www.mphorticulture.gov.in, and portal www.mptenders.gov.in only. No further notification will be made in the news paper.


Commissioner cum Director
Directorate of Horticulture & Food Processing
Bhopal



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4th FLOOR, VINDHYACHAL BHAWAN, ARERA HILLS, BHOPAL

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NOTICE INVITING TENDERS

FOR SUPPLY OF PROTECTED CULTIVATION INFRASTRUCTURES

(POLYHOUSE)

AT RAJ BHAWAN, BHOPAL



FOR THE YEAR 2019-20

Due date for Submission: 21/11/2019

DIRECTORATE OF HORTICULTURE AND FOOD PROCESSING

**TENDER DOCUMENT FOR SUPPLY OF
PROTECTED CULTIVATION INFRASTRUCTURES
(GREEN HOUSE/POLYHOUSE) AT RAJ BHAWAN,
BHOPAL**

This document contains 21 pages as below:

Sno	Particulars	Annexure no	Page No
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2	Tender Process	Annexure 1 Point B	4
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Meaning of the words in the document

- The Department - Directorate Of Horticulture and Food Processing
- Beneficiary/ Consignee - The person / department who wish to purchase the items through this Department.
- Application forms/ the document - Application forms and all other relevant annexure/ documents
- Applicant /Offerer - The Manufacturer / Authorized Distributor who submit tender for supply and installation of Items as per document

- The supplier - Firm that supplies and install greenhouse/poly house
- EMD - Earnest Money Deposit
- SD - Security Deposit
- Department - Directorate of Horticulture and Food Processing

A. DISCLAIMER

Though adequate care has been taken in the preparation of this tender document. The Bidder should satisfy himself that the document is complete in all respect. In case of discrepancy/ clarification, if any, Bidder should contact Mr. I B Patel Deputy Director of this office.

B. TENDER PROCESS

The Tender is invited under E- Tender system and bidding process will have following steps:

Tender Fee	Rs. 2000 (shall be paid online)
EMD	Rs. 50,000 (Rupees fifty thousand only)

Stages of Bidding	Scheduled time	Scheduled Date
Publish date	12.00 PM	01-11-2019
Document Download/ sale start date	12.00 PM	02- 11-2019
Document download/ sale end date	5:00 PM	18-11-2019
Bid submission start date	11:00 AM	19-11-2019
Bid submission end date	4:00 PM	21-11-2019
Bid opening date	2:00 PM	22-11-2019

Each stage will take place on the date and time mentioned against them.

C. INSTRUCTION OF OFFERERS:

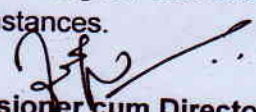
The Bids are invited under e-tendering system from the manufacturers to participate in this tender. The Bidders are required to carefully read the terms and conditions and submit the document on website only after affixing their digital signatures as a token of acceptance.

All Tender Documents shall be uploaded in JPG or PDF format only, in minimum resolution of 600 DPI. Document uploaded in other format will not be considered.

Scanned copies of all desired documents mentioned in Qualification Criteria and EMD deposited online must be uploaded on website. Bidder must submit hard copies of complete technical bid including qualification criteria and related documents/technical literature/Boucher duly attested except Price Bid along with proof of EMD. These documents must be dropped in e-Tender drop box placed at Office of the Commissioner, Directorate of Horticulture and Food Processing Department, 6th Floor, Vindhyachal Bhawan, Arera Hills, Bhopal, before last date and time of submission of offer.

All documents uploaded on website must be clear and readable. In case of any non clarity of uploaded documents or any dispute over documents uploaded online in E-Tender, the hard copies submitted by the Bidder shall be treated final.

Bidders are advised to upload their offer well in time without waiting for last date of offer submission in order to avoid congestion or any other unforeseen circumstances.


Commissioner cum Director
 Directorate of Horticulture & Farm Forestry

A. QUALIFICATION CRITERIA (TECHNICAL) :

Sno	Criteria Technical	Mention Compliance Yes / No	Attachment File Name
1	Registration Certificate / Document as Supplier/ Manufacturer of Poly house (Udyog Aadhar/ Registration with Directorate Horticulture & Farm Forestry M.P. is to be uploaded.		
2	Valid Permanent Account Number (PAN) and GSTN of Manufacturing Firm		
3	Affidavit as per Annexure 7		

B. List of Mandatory Documents to be uploaded (Self Certified with Seal and signature)

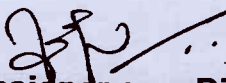
Sno	TYPE OF DOCUMENTS	AS PER CLAUSE
1	Registration Certificate/Document as Supplier of Green House / Poly house as mentioned above at A1	Annexure 3 Clause 1
2	Valid Permanent Account Number (PAN)	Annexure 3 Clause 2
3	Valid GSTN	Annexure 3 Clause 2
4	Affidavit	Annexure 7

Note: Hard copies of above documents should be submitted along with Demand Draft for cost of Document and EMD should be submitted before opening of Technical Bid as per Clause No 4 Annexure 4.

ELIGIBILITY CRATERIA

- I An Applicant should have valid registration as Supplier/ Manufacturer of Poly house with the department of Horticulture or with Department of MSME (Industries Department)
- II An Applicant should have valid PAN & TIN
- III An Applicant should have constructed at least 10 poly houses in preceding 3 financial years

Applicant has to submit self certified copy of all the relevant documents.


Commissioner cum Director
Directorate of Horticulture & Food Processing
Bhopal

GENERAL TERMS AND CONDITIONS

01- PROCEDURE FOR TENDER

- 1.1 The Directorate invites the Tender for supply of items as specified in Annexure 5.
- 1.2 Not more than one offer will be accepted from any Applicant/ Manufacturer. If any individual participating in the offer, representing more than one firm in one or different names and it comes to our knowledge at any point of time, all such offer will not be entertained and shall be liable for rejection.

02- It is the discretion of the Directorate to accept/reject the application without assigning any reason thereof.

03- AVAILABILITY OF TENDER

Tender document is available on website www.mphorticulture.gov.in and www.mptenders.gov.in however bidding process will have to be at www.mptenders.gov.in.

04- GENERAL INSTRUCTION

- 4.1 The Bidder will have to get them self registered with www.mptenders.gov.in for E-tendering, without registration Offers cannot be uploaded on portal. To participate in Online tender interested Bidder will be required Registration at Portal and valid class 3 digital signature certificates. Any charges/ fee required for registration by www.mptenders.gov.in is to be paid by offerer.
- 4.2 All the Mandatory Documents to be uploaded (Self Certified with Seal and signature) as per list in Annexure 2 point B shall be uploaded in JPG or PDF format only, in minimum resolution of 600 DPI. Document uploaded in other format will not be considered.
- 4.3 Self attested hard copies of all Mandatory Documents and Demand Draft of cost of documents and EMD must be dropped in E-Tender drop box placed at Office of the Commissioner, Directorate of Horticulture and Food Processing, 6th Floor, Vindhychal Bhawan, Arera Hills, Bhopal, before last date and time of submission of offer.
- 4.4 The Envelope of Hard Copies shall be submitted in a sealed cover super scribed with words "Tender for supply of Protected Cultivation Infrastructures (Poly house)"

TECHNICAL INFORMATION REGARDING ELIGIBILITY

Envelope should contain the following documents:-

- i) Tender Document duly signed by the Bidder or its authorized signatory
 - ii) Registration Certificate/Document as Supplier of Green House / Poly house
 - iii) Self Certified Copy of Valid PAN and TIN (of Manufacturer and Authorized Distributor as the case may be)
 - iv) Affidavit as per Annexure 7
- 4.5 Hard Copies received in the offer box up to due date and time will be opened on due date and time. In case of any non clarity of uploaded documents uploaded online in e-Tender, the hard copies submitted by the Bidders shall be treated final.
- 4.6 The Directorate will not be responsible for any delay on any account in receipt of offer. If the offer is received after the specific date and time, even if the delay in receipt was caused in postal transit or any other reason, whatsoever.
- 4.7 On-line offer will be open on due date and time as mentioned in Annexure 1 point B in the presence of the representative of firms who wishes to be present.

05- TENDER DOCUMENT

The Bidder is expected to read carefully all instructions, conditions of the Tender Document, Performa agreement, Specifications, all annexure, Failure to comply with the requirements of offer submission will be at the Bidder risk. Offers that are not substantially responsive to the requirements of the Tender documents will be rejected. The Bidder has to submit Affidavit as per Annexure 7 on non judicial stamp paper of Rs 100.

06- EARNEST MONEY DEPOSIT (EMD) :

Bidder has to deposit required Earnest Money Deposit (EMD) of Rupees 50,000.00 (fifty thousand only) online.

- (i) Earnest Money of all unsuccessful Bidders will be returned. No interest is payable on the amount of EMD at the time of refund.
- (ii) Earnest Money shall be forfeited if the offer is withdrawn.
 - a. At any time prior to its rejection,
 - b. Before or after the acceptance is communicated to the Offerer.
 - c. If the selected Bidder fails to execute the agreement within prescribed time limit.
 - d. If it is found that false documents/ information are submitted.
- (iii) The EMD will remain with the Directorate during the currency of the contract and/or till successful execution of all the order placed during the currency of the contract and will be refunded to the supplier without interest in case of no dispute
- (iv)- Earnest money of successful Bidder will be treated as Security Deposit (SD) at the time of the execution of the agreement.

07- SECURITY DEPOSIT (SD):

- (i) The Security deposit will remain with the Directorate during the currency of the contract and will be refunded to the supplier without interest in case of no dispute.
- (ii) Security deposit will be forfeited in case of failure of supply of the material as mentioned in the purchase order, in time and as per the approved specifications or for any breach of terms and condition of the agreement and Tender.
- (iii) The security deposit will be refunded after the successful execution of all orders during currency of the contract period provided no dispute; claims or complaints exist for settlement without interest.

08- TECHNICAL SPECIFICATION:

Technical Specifications are given in Annexure 5. Supplier has to supply items as per the specification.

09- QUOTING OF TENDER

- 9.1 The Bidder must submit offer online only as per format given in Annexure 6. This Format of price schedule is a sample for the offerer. The Bidder are instructed to fill the prices in prescribed price schedule available on portal.
- 9.2 Prices for Poly house Should be given on Turn Key Basis i.e the prices must include the cost of material, cost of installation, all the taxes whatsoever, consultancy charges* (*as mentioned in clause no 21) and Department margin, F.O.R. destination. The prices must be given for specific size and type of Poly house
- 9.3 The Bidder should quote their lowest price, in accordance to the condition mentioned in clause No. 10.

10- REASONABILITY OF OFFER:

Bidder shall have to offer his lowest prices for the offered item and it should be strictly in accordance with the clause mentioned below (applicable from the date of Submission of Tender).

- (i) The price charged for Items under this contract by the Bidder shall in no event exceed the lowest price at which the identical items to any other person /organization/ government department/ Govt. Department / or any Govt. body in M.P. during the period till completion of all orders issued during the currency of contract is completed.
- (ii) If at any time during the said period the Supplier reduces the sales price of such offered items or sells such items to any other person / organization at a price lower than the price chargeable under the contract, the Supplier shall forthwith notify such reduction in the prices to the Department. The price paid under the contract after such reduction in sale price, shall stand correspondingly reduced. The Department shall be entitled to recover such excess amount.

11- **NEGOTIATIONS:** It is clarified that normally, no price negotiation will be done and therefore the Bidder should quote their lowest prices only.

12- **VALIDITY OF Bid:** Bids received should be valid for acceptance for 90 months from the last date of Submission.

13- **EXECUTION OF AGREEMENT:**

The successful Bidder shall have to execute an agreement as per Annexure 9 with the Department. The agreement will be executed on non-judicial stamp paper of Rs. 1000/-the cost of the same will be borne by the Bidder. In case the Bidder fails to execute agreement within time limit the EMD deposited by Bidder shall be forfeited.

14- **PLACEMENT OF ORDER:** Commissioner Horticulture and Farm Forestry shall place purchase order to the supplier, the Commissioner will decide the order placing authority.

15- **SCHEDULE AND MODE OF SUPPLY / PAYMENT**

The supplier has to supply and install the ordered Poly house within 45 days from the receipt of order of the Directorate. On completion of Installation, bill in triplicate will have to be submitted to Directorate for releasing payment.

16- **WARRANTY and AFTER SALE SERVICE:**

replace / repair such material on its own expenses within 10 days from the date of receipt of intimation. If the supplier fails to do so in the given time limit of 10 days the department/ beneficiary will be free to repair/ replace the defective material from open market and The Department will recover the cost or expenditure whatsoever, from the future bills of the supplier or from the security deposit.

17- **TESTING FOR QUALITY:**

In Case of any dispute of quality, the Department will get the material tested in order to ascertain the quality by testing in CIPET/NABL Accredited Lab, the testing charges incurred for the same shall be recovered from the bills of supplier

18- **FORCE MAJEURE CLAUSE:**

If any time during the currency of contract the performance in whole or in part by either party or any obligation under this contract shall be prevented /delayed by reasons of any war, hostility, acts of the public enemy, civil commotions sabotage, fire, floods, explosions, epidemics, quarantine, restrictions, strike. lockouts or acts of God (hereinafter referred to as eventualities) then neither party will be way of such eventuality be entitled to terminate this contract nor shall have any claim for damages against the other in respect of such nonperformance or delay in performance (provided notice of the happening of any such eventualities is given by either party to the other within 21 days from the date of occurrence thereof) Deliveries under this contract shall be resumed as soon as practicable after such eventualities has come to an end or ceased to exist.

19- Submission of Tender shall deem to be the acceptance by the Bidder of the all the terms and conditions contain herein.

20- The Commissioner of the Department reserves the right to accept or reject any or all the offers without assigning any reason whatsoever at any time prior to the award of the contract, without incurring any liability to the affected Bidder and any obligation to inform the affected Bidder of the grounds.

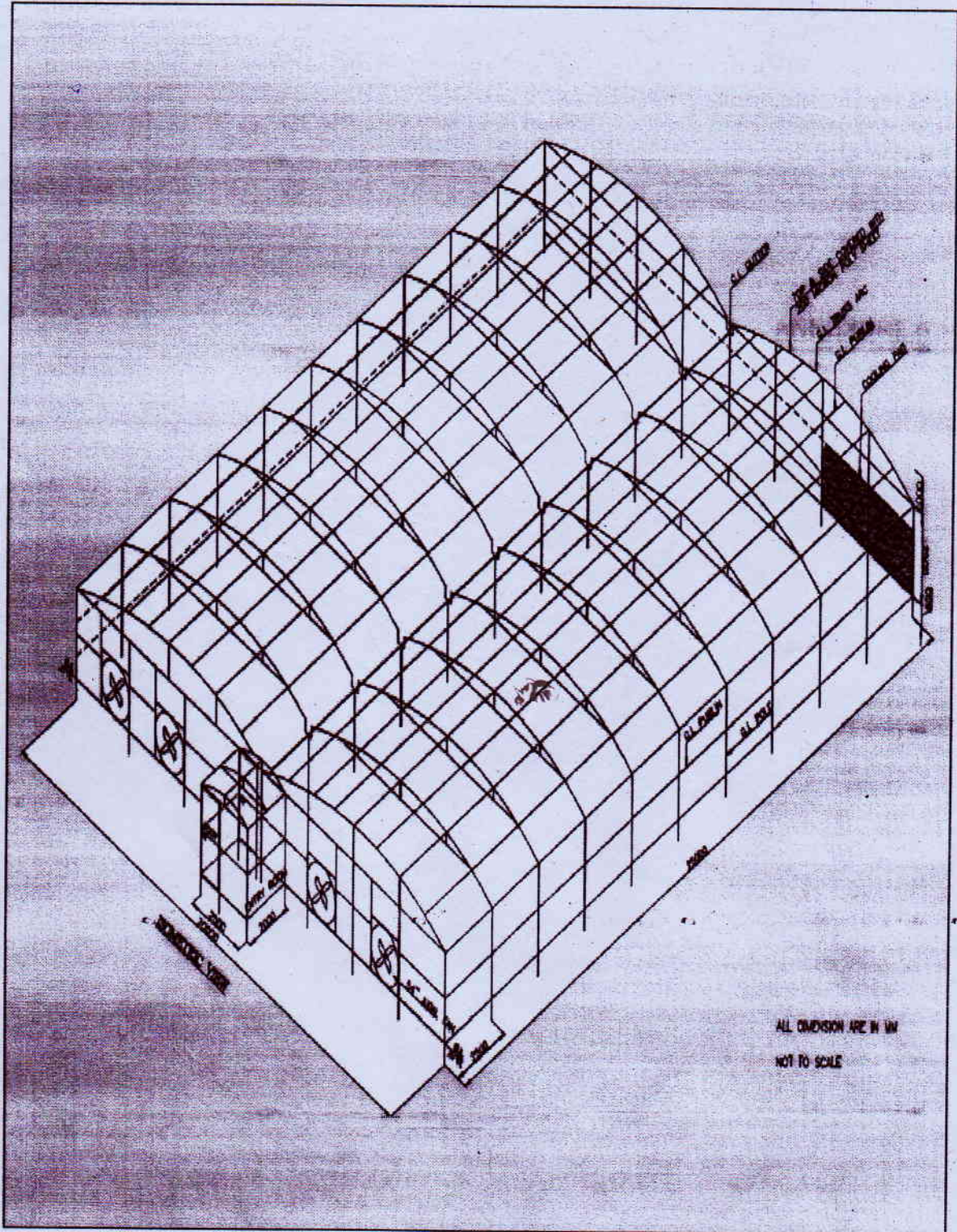
21- INSPECTION:

The Commissioner may decide to inspect the Production / Quality Control Facilities of the Bidder before or after the execution of agreement. If any time it is found that the information submitted by Offerer/Supplier is not according to the documents submitted the Commissioner reserves the right to reject the offer or terminate the agreement.

22- For all legal proceedings the district court Bhopal will have jurisdiction.


Commissioner cum Director
Directorate of Horticulture & Food Processing
Bhopal

TECHNICAL SPECIFICATIONS



Suggested technical specifications of Greenhouse with Fan & Pad cooling System as per NCPAH

Sl No.	Items	Description/Specifications
1	Product	Greenhouse with Fan & Pad Cooling
2	Size	500 m ² /1000 m ²
3	Bay size	8m x 4m, Width of greenhouse should be at least 35% of the desired length.
4	Ridge height	5 m to 5.5 m
5	Ridge Vent	80-90 cm opening fixed with 40 mesh nylon insect screen
6	Gutter height	4 m to 4.5 m from floor area
7	Gutter slope	2% slope need be provided in civil foundation work/ structure
8	Gutter material	20 gauge or 1 mm thick GI sheet with perimeter of 500 mm or more preferably of single length without joint
9	Structural design	The structural design need to be sound enough to withstand wind speed minimum 150km/hr and minimum load of 25 kg/m ² . There should be provision for opening one portion at either side for entry of small tractor/power tiller for intercultural practices. The firm needs to highlight design features and list of greenhouse clients.
10	Structure	Complete structure made of galvanized steel tubular pipes or equivalent section conforming Indian Standards having wall thickness 2mm, structural member should be joined with fasteners properly.
	Columns	76 mm OD, 2 mm thick
	Trusses	Bottom & top cord 60 mm OD, 2 mm thick
	Trusses member	48 mm OD, 2 mm thick
	Purlin	42 mm OD, 2 mm thick
	Purlin member & others	33/25 mm, 2 mm thick
	Foundations	Insert GI pipes of minimum 60 mm OD or more to have foundation depth of 75 cm or more depending upon soil type and prevailing wind condition, grouted with cement concrete mixture of 1:2:4 using telescopic insertion of column.
	Fasteners	All nuts & bolts must be of high tensile strength and galvanized.
11	Entrance room & Door	One entrance room of size 3 m x 3 m x 3 m (L x W x H) need to be provided and covered with 200 micron UV stabilized transparent plastic film. Two hinge doors of size 2m width & 2.5 m height double leaf made in plastic/FRP sheets mounted in suitable strong frame.

12	Cladding material	UV stabilized 200 micron transparent Plastics films conforming Indian Standards (IS 15827: 2009), multilayered, anti drip, anti fog, anti sulphur, diffused, clear and having minimum 85% level of light transmittance.
13	Fixing of cladding materials	All ends/joints of plastic film need to be fixed with two way aluminum profiles with suitable locking arrangement along with curtain top. Wooden batons or PVC grippers need not be used.
14	Spring Insert	Zigzag high carbon steel with spring action wire of 2-3 mm diameter must be inserted to fix shade net into Aluminum Profile.
15	Co-axial fan	Co axial fan (ISI mark) of minimum 1200 mm diameter containing 6 numbers of GI sheet blades, frame is of GI sheet materials followed by aluminum louver.
16	Cellulose pad for cooling	Cellulose pad of thickness 4" - 6" thick, height: 5', width as desired equipped with anodized Aluminum frame. Cooling pad complete with all necessary framing material (aluminum) as required for distribution and return, gutter, down spout cap and drip pan, plumbing kit, pump 220 Volt single phase, 50 cycle, drilled PVC piping cap, pad retainer, all suspension hardware, metal flashing required to seal pad for vent opening over flow 20 mm PVC & 40 mm standard sink drain.
17	Circular pump with accessories for cooling pad	Circular pump with required capacity & accessories to be provided for wetting & circulating the pad area.
18	Digital controller with sensory devices	The necessary digital controller with sensory device & accessories of standard quality (at least two units for 500 sqm area) should be provided to operate the fan & pad system to control temperature & humidity inside the Greenhouse.
19	Electric wiring inside greenhouse	Use copper wire to withstand desired load of required electrical gadgets/appliances with ISI mark.
20	Shadenet	UV stabilized 50% shading net with motor/ manually operated mechanism for expanding and retracting. Size of net should be equal to the floor area of greenhouse.

21	Drip Irrigation System with fogging & misting facility	Drip irrigation system under greenhouse need to be selected on the basis of crop spacing (design on spacing 45cm x 45 cm) along with fogging and misting facilities. The spacing considered for calculation The suggested bill of materials are Sand Filter 5 m ³ /hr, Screen Filter 10 m ³ /hr, Control Valve 63 mm, Control Valve 50mm, By-pass Assembly 1.5", Air Release Valve 1", Non Return Valve 1.5", Throttle Valve 1.5", Flush Valve 50mm, Venturi 1.5" Assembly with manifold, PVC pipe 63 mm/6 kg cm ² , PVC pipe 50 mm/6 kg/cm ² , PE plane lateral 16 mm, Emitting pipe lateral 16mm- @ 0.45m spacing, hanging type micro sprinkler nozzle (four-way take off assembly) for very fine water particles (foggers & mister) to be fixed in PE pipe of diameter 16mm, Water tank of capacity 5000 liter and fittings & accessories.
22	Footpath	1m wide and 10 cm thick footpaths should be provided in the centre (length x width) & made of cement concrete ratio of 1:2:4.
23	Curtain wall/ Apron	22cm brick wall of 1m height (24 cm below and 80 cm above ground level on all the four sides. The walls need to be plastered and water proofing cement with 1:6 ratio.
Note: Optional items - provision to be made for opening & closing of ventilation system in case of power failures.		
24	Curtains and insect screen	Roll up UV stabilized 200 micron transparent plastic film as curtains need be provided up to 3.0 m height on all sides having automatic type motor operated crank mechanism. However, provision for manual opening and closing of curtains need also be provided. 40 mesh nylon insect proof nets (UV stabilized) of equivalent size need to be fixed inside the curtains. Anti flapping strips is suggested to ensure smooth functioning of the curtain.
After sales services (The firm have to provide)		
25	Warranty	Free maintenance for one year from the date of installation.
26	Training	Free training for operation, maintenance & production for one year.
27	Testing	All plastic materials used in the greenhouse should be tested by the CIPET for quality assurance (If necessary).

Note: The Above material indicated is as per drawings and design the quantity may vary as per actual conditions

FORMAT FOR FINANCIAL OFFER

Sno	Green house/ Polyhouse	Type	Size	Final selling Price including all charges and taxes	Unit
1	Fan & Pad house structure with fogger system , Sprinkler, Climate Control system and water circulation system	As per specification Annexure 5- B	560 Sq Mtrs		Each

Place:.....

Date:.....

Signature.....

Name.....

Designation.....

Seal.....

Note: This format of price schedule is a sample for the Bidder's. The bidder's are instructed to fill the Price in prescribed price schedule available on Portal. Price schedule should not be submitted in Technical Bid.

AFFIDAVIT

We.....hereby offer for the supply of -----
Conforming to the Specifications as mentioned in Tender.

We undertake to supply such quantities of material as per Specification as mentioned in Tender, as we may be called upon to supply and under the conditions here-to enclosed during the allotted period from the date of execution of the agreement on the Price agreed upon, at the places to be specified by the Directorate of Horticulture and Food Processing within the specified delivery period.

We undertake that our firm has neither been Blacklisted/Debarred by any Government / Government Undertaking /Bank nor penalized on the same ground. We also undertake that no legal proceeding is pending in any Courts on the same grounds.

We undertake that the price given to the Department are the lowest price, in accordance to the prevailing price of the Company / their other authorized dealer & market condition. In case of any dispute or discrepancy in the submitted prices we will be sole responsible. In such cases the Department will be free to recover the losses or impose penalties as decided by the Commissioner of the Department.

We hereby agree to abide by and fulfill all the terms and conditions of contract annexed hereto and in default thereof to forfeit and pay to the Directorate of Horticulture and Food Processing, the penalties or sum of money mentioned in the said conditions.

The sum of Rs. 50,000 (Fifty thousand Only) in the form of Demand draft or any of the form specified in the agreement of Tender Documents is herewith forwarded as Surety Money Deposit which shall be retained by Directorate of Horticulture and Food Processing.

"I have read and fully understood the terms and conditions of supplies etc. mentioned in the documents.

Name:.....
Designation:.....
(Signature with Office Seal)

Witness:

- 1.
- 2.

Note: To be submitted on non judicial stamp of Rs 100.00

DRAFT AGREEMENT

This agreement made at Bhopal this day ofbetween Directorate of Horticulture and Food Processing, 4th Floor, Vindhyachal Bhawan, Arera Hills, Bhopal, M.P. hereinafter referred to as the 'Department' which expression shall unless repugnant to the context or meaning there of includes its successors and assigns on the one part.

AND

M/s. having its office at through Shri. designation (hereinafter referred to as the Supplier whose expression unless repugnant to the context and meaning thereof includes its assigns, successors and administrations on the other part.

WHEREAS the Department invited Tender for supply of ----- on the terms and conditions envisaged in the terms schedule issued with the Tender Document and purchased by the supplier.

AND WHEREAS the supplier has accepted each and every term and condition contained in the Tender Document, while submitting his offer.

AND WHEREAS the Department accepted the offer submitted by the supplier vide its letter of acceptance no.dated in consideration of the premises and the mutual premises and undertakings hereinafter specified and for other good and valuable consideration this agreement witness and is hereby agreed on the conditions of the Tender. The following documents shall form and be constructed a part of the Agreement Deed:-

- a. The Tender submitted by the supplier including all the annexure attached thereto.
- b. Schedule of specifications for supply of -----
- c. The letter of acceptance dated ----- issued by the Department.
- d. The offer submitted by the supplier.
- e. The prices mentioned in annexure to agreement.

The aforesaid documents shall be taken as complementary and mutually explanatory of one another but in case of discrepancies and ambiguities shall take precedence in the order set out above. In this regard the decision of Commissioner, Directorate of Horticulture and Food Processing shall be final.

IN WITNESS WHEREOF the parties hereto have signed this agreement on the day and year referred to above.

For Supplier

For
**Directorate of Horticulture &
Food Processing**

Signature with Office Seal

**Commissioner cum Director
Directorate of Horticulture & Food
Processing**

Witnesses

1.

Witnesses

1.

2.