

Tender

For

Audio Solution for Conference Room

At

All India Institute of Medical Sciences, Jodhpur

**NIT Issue Date** : January 27<sup>th</sup>, 2015  
**NIT No.** : Admn/Tender/28/2014-AIIMS.JDH  
**Pre-Bid Meeting** : February 05<sup>th</sup>, 2015 at 03:00 PM.  
**Last Date of Submission** : February 16<sup>th</sup>, 2015 at 03:00 PM.



**All India Institute of Medical Sciences, Jodhpur**

Basni Phase - II, Jodhpur, Rajasthan-342005.

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All India Institute of Medical Sciences (AIIMS), Jodhpur, Rajasthan, an apex healthcare institute being established by an Act of Parliament of India under aegis of Ministry of Health & Family Welfare, Government of India, invites sealed tenders for supply & installation of the Audio Solution for Conference Room at the institute. You are requested to quote your best offer along with the complete details of specifications, terms & conditions.

Item. No	Item Description	Qty	Unit	EMD (Rs.)
01.	Beamforming Microphone Array	02	Nos.	Rs. 60,000
02.	Ceiling Mounting Kit for Beam forming Microphone Array	02	Nos.	
03.	PoE Power supply & Cables kit for Beam forming Microphone Array	02	Nos.	
04.	Channel AEC Microphone Mixer With Built-In Telephone Hybrid And Audio Processor With 8 Line Outputs	01	Nos.	
05.	Control unit for Chairman Delegate System	01	Nos.	
06.	Chairman microphone unit.	01	Nos.	
07.	Delegate microphone unit.	10	Nos.	
08.	System cable CAT5 with RJ45 Connector 2m.	11	Nos.	
09.	System cable CAT5 with RJ45 Connector 20m	1	Nos.	
10.	Gooseneck Microphone for Chairman & Delegate	11	Nos.	
11.	Amplifier	01	Nos.	
12.	Wall mount speaker	02	Nos.	
13.	Speaker cable (approximate)	100	Mtr	
14.	Line Audio cable (approximate)	100	Mtr	
15.	Mic cable (approximate)	100	Mtr	
16.	Shielded Twisted Pair CAT5 Cable (approximate)	150	Mtr	
17.	Bulk Connectors	01	Pkt	
18.	Equipment Rack	01	Nos.	

Quotation should be sealed and super-scribed with tender number and address to:

“Administrative Officer  
All India Institute of Medical Sciences, Jodhpur  
Basni, Phase-II  
Jodhpur-342005, Rajasthan”.

The sealed quotations should reach the Institute, latest by 16<sup>th</sup> February, 2015 at 03:00 PM and it will be opened on same day at 03:30 PM in the Conference Hall, Academic Block, AIIMS Jodhpur in the presence of the bidder(s) or their authorized representative(s), who will present at the scheduled date and time.

**Terms & Conditions:**

1. **Preparation and Submission of Tender:** The tender should be submitted in two parts i.e. Technical Bid and Financial Bid. The Technical Bid and the Financial Bid should be sealed by the bidder in two separate covers “**Technical Bid for Tender for Supply of Audio Solution for Conference Room**” and “**Financial Bid for Tender for Supply of Audio Solution for Conference Room**”. Both Sealed Envelopes should be kept in a main/ bigger envelope super-scribed as “**Tender for Supply of Audio Solution for Conference Room**”.
2. **Earnest Money Deposit:** The bidder shall be required to submit refundable amount as Earnest Money Deposit (EMD) of Rs. 60,000 (Rs. Sixty Thousand only) and a non-refundable tender fee for an amount of 1,000/- (Rupees One Thousand only) by way of demand drafts. The demand drafts shall be drawn in favour of “All India Institute of Medical Sciences, Jodhpur”. **In case of Earnest Money Deposit, the bidder can submit it in the form of Demand Draft/ Banker Cheque/ Bank Guarantee from a commercial bank.**

The EMD of the successful bidder shall be returned after the successful completion of contract/ order and for unsuccessful bidder(s) it would be returned after award of the contract. Bid(s) received without demand drafts of EMD will be rejected.

The firms who are registered with National Small Industries Corporation (NSIC) / OR Small Scale Industrial (SSI) are exempted to submit the EMD (copy of registration must be provide along with).

3. **Tender Fee:** Tender fee will be Non-refundable amount of Rupees One thousand only (Rs. 1000/-).
4. **Validity:** The quoted rates must be valid for a period for 180 days from the date of closing of the tender. The overall offer for the assignment and bidder(s) quoted price shall remain unchanged during the period of validity. If the bidder quoted the validity shorter than the required period, the same will be treated as unresponsive and it may be rejected.
5. **"PRE –BID Meeting" with the intending bidders shall be held on 5<sup>th</sup> February, 2015 from 03:00 P.M. onwards at AIIMS, Jodhpur.**
6. In case the tenderer withdraws, modifies or change his offer during the validity period, bid is liable to be rejected and the earnest money deposit shall be forfeited without assigning any reason thereof. The tenderer should also be ready to extend the validity, if required, without changing any terms, conditions etc. of their original tender.
7. **Delivery and Installation:** The items shall be delivered within **30 days** of issue of supply order at AIIMS, Jodhpur. Satisfactory installation / commissioning and handover of the items will be completed within two weeks from the date of receipt of the goods at the AIIMS, Jodhpur premises. The successful tenderer will also provide required training for supplied items at AIIMS-Jodhpur.

All the aspects of safe delivery, installation and commissioning shall be the exclusive responsibility of the supplier. If the supplier fails to deliver, install and commission the goods on or before the stipulated date, then a penalty at the rate of 2% per week of the total order value shall be levied subject to maximum of 10% of the total order value. The successful tenderer will also provide required training for supplied items at AIIMS Jodhpur. The goods should be manufactured after adoption of latest technology

If at any time during the currency of the contract, the supplier encounters conditions hindering timely of the goods and performance of services, the supplier shall promptly inform the AIIMS, Jodhpur for extension of the delivery schedule accordingly. On receiving the supplier's communication, the

AIIMS, Jodhpur shall examine the situation as soon as possible and, at its discretion, may agree to extend the delivery schedule, with or without liquidated damages for completion of supplier's contractual obligations by issuing an amendment to the contract.

In the case of package supply where the delayed portion of supply materially hampers installation and commissioning of the systems, liquidated damages charges shall be levied as above on the total value of the concerned package of the purchase order. Quantum of liquidated damages assessed and levied by the purchaser shall be final and not challengeable by the supplier.

- 8. Performance Security:** The supplier shall require to submit the performance security after receipt of supply order in the form of irrevocable Bank Guarantee (BG) / or Fixed Deposit Receipt (FDR) issued by any Scheduled Bank for an amount of which is equal to the 10% of the order value and should be kept valid for a period of 60 day beyond completion of all the contractual obligation, including CMC period.
- 9. Guaranty / Warranty Period:** - Bid must be quoted with (03) three year comprehensive on-site warranty / guarantee and it will be started from the date of the satisfactory installation of goods, against the defect of any manufacturing, workmanship and poor quality of the components.
- 10. Incidental Services:** The supplier shall be required to perform the following services:-
  - a. Installation & Commissioning, Supervision and Demonstration of the goods.
  - b. Providing required jigs and tools for assembly, minor civil works required for the completion of the installation.
  - c. On Site Training to Doctors/ Technicians/ Staff is to be provided by Supplier for operation and maintenance of the equipment for a period of 30 working days after successful installation of the machine, as per direction of user department.
  - d. Supplying required number of operation & maintenance manual for the goods.
  - e. To provide non-locked open software and standard interface inter-operability conditions for networked equipment's in hospital management information system, wherever applicable.
- 11. After Sales Service:** After sales service centre should be available on 24 (hrs.) X 7 (days) X 365 (days) basis. Complaints should be attended properly, maximum within 24 hrs to ensure an uptime of minimum 95%, wherever applicable, failing which the necessary penalty measures shall be enforced.
- 12. Documents:**
  - a. All pages of the Tender should be numbered and indexed.
  - b. The bidder shall provide in its tender the required as well as the relevant documents like technical data, literature, drawings etc. to establish that the goods and services offered in the tender fully confirm to the goods and services specified by the purchaser in the tender documents. For this purpose the bidder shall also provide a clause-by-clause commentary on the technical specifications and other technical details incorporated by the purchaser in the tender documents to establish technical responsiveness of the goods and services offered in its tender duly indicating relevant page numbers in the product literature.
  - c. The bidder shall provide a list of major Government and Private Institutions where its relevant bid item has been supplied during last one year.
- 13. Insurance:** - The supplier shall make arrangements for insuring the goods against loss or damage incidental to manufacture or acquisition, transportation, storage and delivery. If the equipment's is not commissioned and handed over to AIIMS, Jodhpur within specified period, the insurance will have to be extended by the supplier at their cost till the successful installation, testing, commissioning and handing over of the goods to the AIIMS, Jodhpur.
- 14. Sample :**
  - i. AIIMS Jodhpur reserves the right to ask the tenderers for submitting the sample of each item for which rates have been quoted, technically qualified bidders may be asked to submit samples along

with their quoted items nos. and their firm name without indicating any prices before opening of Financial Bid to AIIMS, Jodhpur for Inspection.

ii. The sample must confirm to specification given in the tender form.

iii. Failure to submit sample on specified date & time will result in rejection of the tender.

**15. Payment Term:** - 100% payment of the total order value shall be released after the successful installation/ commissioning of the ordered goods against the submission of the inspection report.

**16. Right of acceptance:** AIIMS, Jodhpur reserve the right to accept or reject any or all tenders /quotations without assigning any reason there of and also does not bind itself to accept the lowest quotation or any tender.

Any failure on the part of the tenderer to observe the prescribed procedure and any attempt to canvass for the work will prejudice the tenderer's quotation or any tender.

**17. Fall Clause:** - The tenderer give certificate that item is being supplied at lowest rates.

**18. Downtime penalty Clause:** - The principals or their authorized service providers are required to submit a certificate that they have satisfactory service arrangements and fully trained staff available to support the uptime guarantee.

**19. Right to call upon information regarding status of work:**

The AIIMS, Jodhpur will have the right to call upon information regarding status of work/ job at any point of time.

**20.** Bidder shall submit a copy of the tender document and addenda thereto, if any, with each page of this document should be signed and stamped to confirm the acceptance of the entire terms & conditions as mentioned in the tender enquiry document.

**21.** The quantity of item given in the tender is tentative, which may be increased or decreased as per the institute's requirement.

**22.** Signed & stamped compliance sheet of the technical specification of the goods with technical printed literature must be enclosed with the bid.

**23.** After due evaluation of the bid(s) Institute will award the contract to the lowest evaluated responsive tenderer

**24.** Conditional bid will be treated as unresponsive and it may be rejected.

**25.** The Institute reserves the right to accept in part or in full or reject any or more tender(s) without assigning any reasons or cancel the tendering process and reject all tender(s) at any time prior to award of contract, without incurring any liability, whatsoever to the affected bidder or bidder(s).

**26. Applicable Law:**

- The contract shall be governed by the laws and procedures established by Govt. of India, within the framework of applicable legislation and enactment made from time to time concerning such Commercial dealings / processing.
- Any disputes are subject to exclusive jurisdiction of Competent Court and Forum in Jodhpur, Rajasthan, India only.
- The Arbitration shall be held in accordance with the provisions of the Arbitration and Conciliation Act, 1996 and the venue of arbitration shall be at Jodhpur. The decision of the Arbitrator shall be final and binding on both the parties.
- Force Majeure: Any delay due to Force Majeure will not be attributable to the supplier.

**Annexure-I**  
**Technical Specification**

S.No.	Technical Specifications	Qty
<b>Item No. 1, BEAMFORMING MICROPHONE ARRAY</b>	24 microphones	<b>2 Nos.</b>
	Auto voice tracking	
	Polar Pattern: Custom	
	Frequency Response: 150Hz - 16kHz	
	Signal to Noise Ratio: >70 dB	
	AEC Tail time: 128 ms	
	Noise Cancellation: 6 - 15 dB adjustable	
	PoE IEEE 802.3AF-2003	
	CAT-5 cable or higher	
	Mono and stereo modes for diverse applications	
	Flexible mounting for ceiling, wall and tabletop	
	Expandable for larger room applications by daisy-chaining up to three arrays per	
	Adaptive acoustic processing automatically adjusts to room configuration for	
	best possible audio pickup	
	Replaces up to 10 traditional microphones, with twice the pickup range.	
<b>Item No. 4, Channel AEC microphone mixer with built-in telephone hybrid and Audio Processor with 8 Line Outputs</b>	Frequency Response: 20 Hz to 22 kHz $\pm$ 1dB	<b>1 Nos.</b>
	Noise (EIN): -126 dBu, 20 kHz BW, max gain, $R_s=150 \Omega$	
	THD+N: <0.02%	
	Dynamic Range: 100 Db	
	Crosstalk <-91 dB re 20 dBu @ 20 kHz channel to channel	
	Mic/Line Inputs 1-4	
	Line Inputs 5-8	
	Outputs 1-8	
	Telco Line	
	Noise Cancellation: 6-15 dB attenuation	
	Expansion Bus In/Out, Ethernet and RS-232	
	USB : Version 2.0 Compatible	
	Power Input Range : Auto-adjusting, 100-240 VAC; 50/60 Hz	
	Power Consumption : 30W Typical	
	Conferencing Capability	
	First-mic priority delivers clear audio to the far end	
	Next-generation Acoustical Echo Cancellation	
Increased resolution on Microphone Preamp stage		
Pre-AEC routing for Sound Reinforcement Applications		
Simplified Configuration Software		
<b>Item No. 5, Control unit for Chairman Delegate System</b>	Analogue Audio In . . . . . RCA phono socket	<b>1 Nos.</b>
	Analogue Audio Out . . . . . 1 x RCA phono socket	
	Frequency response . . . . . 20 Hz to 16 kHz	
	External control . . . . . RS232 (max. 2 m at 115200 Baud)	
	Card reader . . . . . SD card (max. 32 GB),	
	type: SDHC, FAT 32	

	Turn On/Off facility available	
	Voice activation available	
	FiFo – when the number of open microphones is exceeded, the microphone which was activated first, will be deactivated	
	1x bal. audio master output via 3-pin XLR	
	1x unbal. audio master output via RCA phono	
	1x unbal. audio input via RCA phono	
	1x RS232 via 9-pin Sub-D	
	2 x microphone connections via RJ45; with CAT5 cables	
<b>Item No. 6, Chairman microphone unit.</b>	chairman microphone unit is equipped with one microphone button, clear button and configurable function button in the housing	<b>1 Nos.</b>
	Max. number of audio channels . . 2 useable channels per system	
	Signal-to-noise ratio. . . . .80 dB(V) typ., unweighted	
	Integrated loudspeaker . . . . . equalised	
	System connection. . . . . 2x RJ45 socket	
	Connecting cable. . . . . CAT5 SF/UTP min. AWG 26	
	Headphone output . . . . .Mini jack socket (3.5 mm stereo)	
	Min. output impedance . . . . . 16 $\Omega$ , short-circuit proof	
	Frequency response . . . . . 20 - 15,000 Hz	
	Connector . . . . . 5-pin XLR male	
<b>Item No. 7, Delegate microphone unit.</b>	Max. number of audio channels . . 2 useable channels per system	<b>10 Nos.</b>
	Signal-to-noise ratio. . . . .80 dB(V) typ., unweighted	
	Integrated loudspeaker . . . . . equalised	
	System connection. . . . . 2x RJ45 socket	
	Connecting cable. . . . . CAT5 SF/UTP min. AWG 26	
	Headphone output . . . . .Mini jack socket (3.5 mm stereo)	
	Min. output impedance . . . . . 16 $\Omega$ , short-circuit proof	
	Frequency response . . . . . 20 - 15,000 Hz	
Connector . . . . . 5-pin XLR male		
<b>Item No. 8, System cable CAT5 with RJ45 Connector 2m</b>	CAT5 with RJ45 connector, 2 m	<b>11 Nos.</b>
<b>Item No. 9, System cable CAT5 with RJ45 Connector 20m</b>	CAT5 with RJ45 connector, 20 m	<b>1 Nos.</b>
<b>Item No. 10, Gooseneck Microphone for Chairman &amp; Delegate</b>	Transducer type . . . . . Condenser	<b>11 Nos.</b>
	Operating principle. . . . . Pressure gradient	
	Frequency response . . . . . 50 - 19,000 Hz	
	Polar pattern . . . . . Cardioid	
	Open circuit voltage at 1 kHz . . . . . 17 mV/Pa	
	Nominal impedance . . . . . < 200 $\Omega$	
	Load impedance. . . . . $\geq$ 1 k $\Omega$	
	Max. SPL . . . . . 107 dB [SPL @ 1% THD]	
	Signal-to-noise ratio/Noise voltage . . 69 dB [A] / 6.0 $\mu$ V [A]	
Equivalent SPL . . . . . 25 dB[A]		

	Microphone connection . . . . . 5-pin XLR (male)	
	Gooseneck diameter . . . . . Min 6 mm [0.24"]	
	Total length not less than 370 mm	
<b>Item No. 11, Stereo Amplifier - 15 Watts Per Channel</b>	<b>Input Requirements:</b> 1 stereo, balanced/unbalanced input, 2 stereo, unbalanced inputs on one pair of RCA connectors and on one 3.5 mm stereo mini jack with individual buffering and summing for each input	<b>1 Nos.</b>
	<b>Output Requirements:</b> 1 stereo or 2 mono (2 channels total) on 5 mm captive screw connector, 4 pole	
	Load impedance ; 4 ohms, minimum	
	Amplifier type : Class D	
	Output power: 8 watts rms per channel, 8 ohms, 1 kHz, 1% THD, 15 watts rms per channel, 4 ohms, 1 kHz, 1% THD	
	Frequency response: 20 Hz to 20 kHz, +1/-3 dB @ 8 ohms	
	THD + Noise: <0.1% -3dB below clipping @ 1 kHz, 8 ohm load	
	S/N: 90 dB, 20 Hz to 20 kHz, unweighted	
	Damping factor : >100 at 8 ohms	
	Should meet compliance: Safety CE, c-UL, UL, UL 2043, UL 60065	
	EMI/EMC CE, C-tick, FCC Class B, ICES, KCC, VCCI	
	CEC, ENERGY STAR®, EU code of conduct, RoHS, WEEE	
	<b>Item No. 12, Wall Mount Speaker</b>	
Frequency range: 75 Hz to 18 kHz, -10 dB, full space		
Power capacity: 15 W (rms) continuous pink noise (per IEC 60268-5)		
30 W (rms) continuous program		
Nominal sensitivity: 83 dB SPL, 1 W, 1 m, full space		
Nominal impedance: 8 ohms		
Driver : (1) 3" (76.2 mm) paper cone		
Input connectors :		
Speaker: 2 recessed pins		
Mounting plate: (1) 10 mm Euro-style captive screw terminal block, 2 pole		
<b>Item No. 13, Speaker Cable</b>	Conductors: 16AWG, (26/30) bare copper conductors.	<b>100 mtr</b>
	Insulation: PVC color coded: red, black.	
	Outer Jacket Color: Light gray with blue lettering.	
	DIAMETERS	
	Center Conductor: 1.478mm (0.058in).	
	PVC Insulation: 2.0mm (0.079in).	
	Outer Jacket: 5.2mm (0.205in).	
	ELECTRICAL	
	DC Resistance: 13.7Ω/km (4.17Ω/1000ft).	
	Temperature: -20° to 75°C (-4° to 167°F)	
<b>Item No. 14, Line Audio Cable</b>	Conductors: 20AWG, (10/30) tinned copper conductors. Insulation: PVC color coded: red/black & green/white.	<b>100 mtr</b>
	Drain Wire: 20AWG (10/30) tinned copper (in contact with shield). Shield: Aluminum Mylar foil 25% overlap rate.	
	Outer Jacket Color: Dark gray with white lettering.	



	DIAMETERS	
	Center Conductor: 0.916mm (0.036in).	
	PVC Insulation: 0.44mm (0.017in) nominal thickness, 1.8mm diameter. Outer Jacket: 5.6mm (0.221in).	
	ELECTRICAL	
	Impedance: 40 to 100Ω.	
	DC Resistance: 34.6Ω/km (10.5Ω/1000ft).	
	Mutual Capacitance Conductor-Conductor: 89pF/m (27pF/ft). Mutual Capacitance Connected to Shield: 161pF/m (49pF/ft).	
	Temperature: -20° to 75°C (-4° to 167°F).	
<b>Item No. 15, Mic Cable</b>	Conductors: 20AWG, (10/30) tinned copper conductors. Insulation: PVC color coded: red, black.	<b>100 mtr</b>
	Drain Wire: 20AWG (10/30) tinned copper (in contact with shield). Shield: Aluminum Mylar foil 25% overlap rate.	
	Outer Jacket Color: Dark gray with blue lettering.	
	DIAMETERS	
	Conductor: 0.916mm (0.036in).	
	PVC Insulation: 0.44mm (0.071in) nominal thickness, 1.8mm diameter. Outer Jacket: 5.4mm (0.213in).	
	ELECTRICAL	
	Impedance: 40 to 100Ω. DC Resistance: 34.6Ω/km (10.5Ω/1000ft).	
<b>Item No. 16, Shielded Twisted Pair Cat 5 Cable</b>	Center Conductor: 24AWG, solid bare copper.	<b>150 mtr</b>
	Jacket Colors: Brown, brown/white, blue, blue/white, orange, orange/white, green, green/white. Shield: Aluminum Mylar foil 25% overlap rate.	
	Drain Wire: 24AWG 7/32 tinned copper. Outer Jacket: Gray PVC with white lettering.	
	DIAMETERS	
	Center Conductor: 0.5mm (0.019in). Outside Diameter: 6.0mm (0.236in). ELECTRICAL	
	Impedance: 100Ω.	
	DC Resistance: 93.8Ω/km (30.7Ω/1000ft).	
	Mutual Capacitance: 56nF/km nominal. Delay Skew: 45nS/100m.	
<b>Item No. 17, Equipment Rack</b>	Size : 24u with Power Sockets	<b>1 Nos.</b>

**Note: - Installation includes Cabling, Programming, civil, electrical and carpentry work for the entire project.**

- a) I/We has certify that firm will be supplied the item as per the specification given by institution and also abide all the terms & conditions stipulated in tender.

(Signature of the Bidder)  
Along with Stamp of Firm/Company

**Annexure-II****Inviting of sealed quotations for supply and installation of Audio Solution for Conference Room at AIIMS, Jodhpur.****TECHNICAL BID**

Name of Firm/Contractor/Supplier	
Complete Address & Telephone No.	
Name of Proprietor/Partner/Managing Director/Director.	
Phone No. Mobile No. Email Id:-	
Name and address of service centre nearby Jodhpur.	
Whether the firm is a registered firm Yes/No (attached copy of certificate)	
PAN No. (enclose the attested copy of PAN Card)	
Service Tax No. (enclose the attested copy of Service Tax Certificate)	
VAT No. (enclose the attested copy of VAT Certificate)	
Whether the firm has enclosed the Bank Draft/Pay Order/Banker's cheque of Earnest Money Deposit.	
Whether the Firm/Agency has signed each and every page of Tender/NIT	
Please provide full list of consumables.	
Any other information, if necessary	

Authorized signatory of the bidder with seal.

**Annexure-III****Format for Financial Bid**

(To be submitted on the letterhead of the company / firm)

S.No	Item Description	Qty	Unit	Rate	Vat/ Taxes	Amount
1	Beamforming Microphone Array	2	Nos.			
2	Ceiling Mounting Kit for Beam forming Microphone Array	2	Nos.			
3	PoE Power supply & Cables kit for Beam forming Microphone Array	2	Nos.			
4	Channel AEC Microphone Mixer With Built-In Telephone Hybrid And Audio Processor With 8 Line Outputs	1	Nos.			
5	Control unit for Chairman Delegate System	1	Nos.			
6	Chairman microphone unit.	1	Nos.			
7	Delegate microphone unit.	10	Nos.			
8	System cable CAT5 with RJ45 Connector 2m.	11	Nos.			
9	System cable CAT5 with RJ45 Connector 20m	1	Nos.			
10	Gooseneck Microphone for Chairman & Delegate	11	Nos.			
11	Amplifier	1	Nos.			
12	Wall mount speaker	2	Nos.			
13	Speaker cable (approximate)	100	Mtr			
14	Line Audio cable (approximate)	100	Mtr			
15	Mic cable (approximate)	100	Mtr			
16	Shielded Twisted Pair CAT5 Cable (approximate)	150	Mtr			
17	Bulk Connectors	1	Pkt			
18	Equipment Rack	1	Nos.			
<b>Grand Total</b>						

1. I/We have gone through the terms & conditions as stipulated in the tender enquiry document and confirm to accept and abide the same.
2. No other charges would be payable by the AIIMS, Jodhpur.

Authorized signatory of the bidder with seal.