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Integrated Headquarters of
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A - Block Hutments
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WP/ 0651/ 7X50 B

25 Mar 21

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF
7 X 50 MARINE BINOCULARS**

1. The Ministry of Defence, Government of India, intends to procure approximately 800 (7 X 50) Binoculars in a phased manner for use onboard Indian Naval warships.
2. This Request for Information (RFI) consists of three parts as indicated below:-
 - (a) **Part I.** The first part of the RFI incorporates operational characteristics and features that should be met by the equipment. Few important technical parameters of the proposed equipment are also mentioned.
 - (b) **Part II.** The second part of the RFI states the methodology of seeking response of vendors. Submission of incomplete response format will render the vendor liable for rejection.
 - (c) **Part III.** Guidelines for Framing Criteria for Vendor Selection/Pre Qualification in Buy Indian (IDDM), Buy (Indian) and Buy & Make (Indian) Cases.

PART - I

3. **Intended Use of Equipment.** The 7 X 50 Binoculars are intended to be used during the day and at twilight conditions onboard Indian Naval Ships at sea and in harbour.
 - (a) **Important Technical Parameters.** The broad Operational Requirements and Technical Parameters sought for the 7 X 50 Binoculars are

placed at **Appendix A to this RFI**. Vendors may also utilise this opportunity to recommend various inputs to determine the capabilities proposed in terms of Essential Parameters-A, Essential Parameters-B and Enhanced Performance Parameters i.a.w **Para 14 of Chapter II of DAP 2020** or as amended from time to time for development of SQRs.

(b) **Cost.** The vendors are required to indicate rough estimate of cost of the equipment including taxes. Tax/ custom duty component should be included in the cost of equipment. The cost breakdown is to be for the following:-

(i) One set of 7X50 Binoculars and all associated components including bipod/ tripod (if applicable), user handbook, Log Book, Technical Manual, List of associated spares and maintenance and special tools.

(ii) Annual Maintenance Cost (AMC) cost for maintenance of the binoculars.

(iii) Taxes and duties (to be catered for and indicated separately).

4. Vendors should confirm that following conditions are acceptable:-

(a) The solicitation of offers will be as per 'Single Stage-Two Bid System'. It would imply that a 'Request for Proposal' would be issued soliciting the technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offers would be at least 18 months from the last date of submission of offers.

(b) The technical offers would be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.

(c) The equipment of all TEC cleared vendors would be put through a trial evaluation in India on a 'No-Cost No-Commitment' basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.

(d) Amongst the vendors cleared by staff evaluation, a Contract Negotiations Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.

(e) Vendor would be bound to provide product support for time period specified in the RFP, which includes spares and maintenance tools/jigs/fixtures for field and component level repairs.

(f) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DAP.

- (g) **Integrity Pact**. An integrity pact along with appropriate IPBG is a mandatory requirement in the instant case (**Refer Annexure I to Appendix M of Schedule I of DAP 2020 or as amended from time to time**).
- (h) **Performance-cum-Warranty Bond**. Performance-cum-Warranty Bond both equal to 5% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract.
- (j) **Transfer of Technology (ToT)**. GOI is desirous of license production of equipment after acquiring ToT in the case.

PART - II

5. Procedure for Response.

- (a) Vendors must fill the form of response as given in **Appendix B, C and D to this RFI**. Apart from filling details about company, details about the exact product meeting other generic technical specifications should also be carefully filled. Additional literature on the product can also be attached with the form.
- (b) The filled form should be dispatched at under mentioned address:-

The Commodore (Staff Requirements)
 Integrated Headquarters of Ministry of Defence (Navy)
 Directorate of Staff Requirements (DSR)
 Room 54, A - Block Hutments
 Dara Shukoh Road
 New Delhi 110011
 Fax: +91 11 23010241
 Phone: +91 11 23010815
 Email ID: dsr@navy.gov.in

- (c) Last date of acceptance of filled form is **30 Apr 21**. The vendors short listed for issue of RFP would be intimated.

- (d) Vendors may interact with the project officer for any queries/clarifications to this RFI at under mentioned address:-

Cdr (SR) Gunnery
 Integrated Headquarters of Ministry of Defence (Navy)
 Directorate of Staff Requirements (DSR)
 Room 49T, A - Block Hutments, Dara Shukoh Road, New Delhi 110011
 Fax: +91 11 23010241 ; Phone: +91 11 23010815

Email ID: dsr@navy.gov.in

6. The Government of India invites responses to this request only from Original Equipment Manufacturers (OEM)/ Authorised Vendors/ Government Sponsored Export Agencies (applicable in the case of countries where domestic laws do not permit direct export by OEMs). The end user of the equipment is the Indian Navy.

7. This information is being issued with no financial commitment and the Ministry of Defence reserves the right to change or vary any part thereof at any stage. The Government of India also reserves the right to withdraw it should it be so necessary at any stage. The acquisition process would be carried out under the provisions of DAP 2020.

PART - III

GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/ PREQUALIFICATION IN 'BUY (INDIAN-IDDMM)' 'BUY (INDIAN)' AND 'BUY & MAKE (INDIAN)' CASES

8. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDMM), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. **Paragraph 9** deals with the parameters that may be considered for short-listing of vendors, whereas **Paragraph 10** amplifies the process for applying selected parameters to the process of Vendor Short listing.

9. Parameters.

(a) General Parameters.

(i) Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.

(ii) Business dealing with applicant Entity or any of its allied entities should not have been suspended or banned, by MoD/ SHQ or any Government Department or organization (as defined in Guidelines for Penalties in Business Dealings with Entities issued vide Ministry of Defence, D(Vigilance) MoD ID No 31013/I/2006-D(Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

(iii) "Entities" will include companies, with whom the Ministry of Defence has entered into, or intends to enter into, or could enter into contracts or agreements.

(iv) "Applicant entity" may be a company, subsidiary, an associate company (as defined in the Companies Act, 2013), a consortium or a Joint Venture (JV).

(b) **Technical Parameters.**

(i) Vendor shall be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in cases where the OEM participates only through its authorised Vendors.

(ii) Minimum **two years** experience in **broad areas like manufacturing of binoculars/ optical instruments**. If not, then cumulative experience of at **least three years in above areas**, resulting in gaining of competence for manufacturing the proposed product.

(c) **Financial Parameters.**

(i) **Average Annual Turnover.** Minimum average annual turnover for last three financial years, ending 31st March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDDMM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 30% of estimated cost of the Make portion.

(ii) **Net Worth.** Net worth of entities, ending 31st March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDDMM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 5% of estimated cost of the Make portion. For orders above ₹ 5000 crores, the Net worth of group companies can be considered on production of suitable documentary assurance.

(iii) **Insolvency.** The entity should not be under insolvency resolution as per Indian Bankruptcy Code at any stage of procurement process from the issuing of RFP to the signing of contract.

(iv) **Credit Rating (Desirable Financial Parameter).** Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as **CCR-BBB or better**, and **SME-04 or better for SMEs** issued by credit

rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

(Note 1): All the above Financial Parameters, except Paragraph 2(c)(iii) above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is ₹150 crores and below. However, Net worth of entities should not be **negative**.

Note 2: The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crores so as to keep the estimated cost of procurement confidential).

(d) **Other Parameters.**

(i) **Industrial License (IL).** Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of FET. (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).

(ii) **Registration.** Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.

10. **Stipulations for Applying Parameters.**

(a) **Areas like Manufacturing of Binoculars/ Optical Instruments.** Referred to at Paragraph 9(b)(ii) should be defined in each case of procurement.

(b) In case the Applicant Entity is unable to meet the Financial Parameters by itself, it may rely on its **Holding Company** (as defined in the Companies Act, 2013 and amendments thereof) ("Companies Act") for fulfillment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfillment of **ALL** the Financial Parameters.

(c) In case the Applicant Entity is unable to meet one or more of the Technical Parameters by itself, it may rely on a Group Company(ies) for fulfillment of the Technical Parameters. A Group Company in relation to the Applicant Entity may be:-

- (i) A company of which the Applicant Entity it is an Associate Company. Such company should have ownership, directly or indirectly, of at least **26%** of the voting shares of the Applicant Entity.
 - (ii) A company which is an Associate Company of the Applicant Entity. The Applicant Entity should have ownership directly or indirectly, of at least **26%** of the voting shares of such Associate Company.
 - (iii) A Company with whom the Applicant Entity is commonly owned, directly or indirectly, for at least **26%** of the voting shares by another company. For example: An Applicant Company A is an Associate Company of Company B, in which B holds at least 26%. Further, C is also an Associate Company of B, in which B holds at least 26%. In this case the Applicant Company may use the credentials of C as well.
 - (iv) The Holding Company and Subsidiary Companies (as defined under the Companies Act) of the Applicant Entity.
- (d) The Applicant entity may be a single entity or a group of entities (the "Consortium"), coming together to implement the project. In such case:-
- (i) The credentials of only those members or their related entities may be counted, who have at least **26%** equity stake in the Consortium.
 - (ii) Each Consortium should have a designated **Lead Member**.
 - (iii) For Technical Parameters, **any of the Consortium members or their Group Companies** may meet the criteria.
 - (iv) For Financial Parameters; the Turnover and Net Worth of the Consortium Member shall be reckoned **proportionate to Consortium Member's equity stake** in the Consortium, and each Consortium member should meet the other criteria pertaining to Insolvency and Credit Rating. In case the Consortium Member relies on its Holding Company for any one of the above-mentioned Financial Parameters, then reliance must be placed on the Holding Company for meeting **all the financial Parameters**.
- (e) Vendors should provide all necessary self-authenticated documentation in support of their achievement of criteria. Such documentation should inter-alia include:-

- (i) Details of projects/ supply orders successfully executed in the last two years.
- (ii) Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.
- (iii) Details of shareholders, promoters, associated, allied and JV companies.
- (iv) Details of vigilance action, viz. ongoing investigation and suspension/ debarment/ blacklisting actions against the applicant entity or any of its allied entities, parent company or consortium and JV partners, if any by any. Department/agency of Central Government.
- (v) A certificate from CA/CS indicating the financial parameters for the last three years as per Paragraph 9(c).

(Note: If a vendor is already a supplier to MoD and/ or has already provided the above documents in such cases, it should be necessary for the vendor to resubmit only such documentations as is necessary to update the above).

- (f) Any vendor furnishing false information will be liable for action as per existing guidelines.

11. **Start Ups/ MSMEs.** Startups would be defined as per G.S.R. 127 (E) dated 19 Feb 2019 (as amended from time to time). For procurement cases where the estimated cost is not exceeding ₹100 crores/ year based on delivery schedule at the time of seeking AoN or ₹ 150 crores, whichever is higher, to encourage the Start Ups/ MSMEs and build Industrial ecosystem, the recognised Start Ups/ MSMEs in the relevant fields may be considered for issue of RFP without any stipulation of Financial parameters, except Paragraph 2(c)(iii) above (Insolvency) and with General and Technical parameters to be decided on case to case basis.

(Note: Start Ups should not be confused with New entrants who may be high/ mid-sized groups having financial support and manufacturing experiences and now venturing into Defence Production).

Appendix A

(Refers to Sub-Paras 3(a))

OPERATIONAL REQUIREMENTS – 7X50 MARINE BINOCULARS (DAY VISION)

- | | | | |
|-----|----------------------------------|---|--|
| 1. | Weight | - | Not more than 1.5 Kg |
| 2. | Magnification | - | Not Less than 7X |
| 3. | Objective Diameter | - | Atleast 50mm |
| 4. | Dioptr Settings | - | Individual eyepiece focus for each eye piece with minimum range -5 to +5 to be provided |
| 5. | Inter-pupillary Distance | - | Adjustable |
| 6. | Field of View | - | ≥130m at 1000m or 7.4° |
| 7. | Operating Temperature | - | -40° C to +80° C |
| 8. | Internal Condensation prevention | - | Suitable system for protection/ of internal condensation/ fogging on lens |
| 9. | Additional/optional features | - | Availability of integrated/ modular/ detachable Magnetic Compass and Laser Range Finder (LRF) |
| 10. | General | - | The binoculars to be ruggedised for military use in marine environment and withstand prolonged use under high humidity and sea-spray conditions. The binoculars to be able to withstand being submerged in water upto a depth of 5 metres. |

REQUEST FOR INFORMATION QUESTIONNAIRE
7X50 MARINE BINOCULARS

<u>Ser</u>	<u>Specification/ Parameters/ Information Required</u>	<u>Vendor Information</u>	<u>Essential Parameter A or B or Enhanced Performance Parameter¹</u>
<u>Technical Parameters</u>			
1.	What is the magnification factor of the binocular?		
2.	What is the Field of View of the binocular?		
3.	What is the size of Entrance and Exit Pupil (mm)?		
4.	What is the weight of the binocular alongwith neck strap, protection caps of eyepiece and objective lens (gms)?		
5.	What are the dimensions of the Binoculars (Height, Width and Depth) (mm)?		
6.	What is the temperature range at which the binocular can be operated?		
7.	What is the temperature range at which the binocular can be stowed?		
8.	What is the Dioptric range of the binocular?		
9.	What is the inter-pupillary distance of the binocular? Can it be adjusted?		
10.	What is the material of construction of the binocular body?		
11.	How are the binoculars protected against corrosion?		
12.	What is the colour and paint scheme used for the body of the binocular?		
13.	What is the watertight/ waterproof rating for the binocular?		
<u>Operational Characteristics</u>			
14.	Can the binoculars withstand exposure to marine environment for prolonged durations (high humidity, temperature and sea spray)?		
15.	Are the binoculars protected against condensation? If so what is the method used?		
16.	Are protection caps provided for the objective and		

¹ As per provisions of Para 14 of Chap II of DAP-2020

<u>Ser</u>	<u>Specification/ Parameters/ Information Required</u>	<u>Vendor Information</u>	<u>Essential Parameter A or B or Enhanced Performance Parameter¹</u>
	eyepiece lens?		
17.	Is a protective casing/ safe stowage box provided for the binocular?		
18.	What are the design features that prevent the binoculars from slipping/ skidding?		
19.	Can the eyepiece of the binocular be focused individually? What is the range of adjustment?		
20.	Does the binocular have a Laser Protection Filter or similar arrangement to protect the eyes?		
21.	Can the inter-pupillary distance be adjusted?		
22.	What are the environmental factors affecting performance of the binoculars?		
23.	Is the binocular design modular so that Laser Range Finder (LRF) or Magnetic Compass (Analog/Digital) can be attached or any such functionality up gradation can be included to the binocular? Is it illuminated?		
24.	Does the binocular have a range finder grid in the eyepiece?		
25.	Are the binoculars provided with an adjustable strap that can be used for hanging around the neck		
26.	Can the binoculars be attached to bipod/ tripod?		
27.	What are the dimensions, weight etc of the bipod/ tripod (if applicable)		
28.	Is the bipod/ tripod (if applicable) part of standard accessory or would have to be purchased separately		
<u>Product Support and Maintenance</u>			
29.	What are the envisaged facilities for product support of the Binocular? Are you willing to set up repair facilities in India or would the repair facilities be provided through an authorised service representative (if applicable)?		
30.	What is the operational life of the Binocular?		
31.	What are the warranty conditions of the Binocular? How long would it be valid?		
32.	To ensure Repair and Maintenance support, what is the proposed methodology for 'Operator (O)',		

<u>Ser</u>	<u>Specification/ Parameters/ Information Required</u>	<u>Vendor Information</u>	<u>Essential Parameter A or B or Enhanced Performance Parameter¹</u>
	Intermediate (I) and 'Depot (D)' Level repairs and maintenance?		
33.	What is the preferred mode of Repair and Maintenance support – Engineering Support Package, Comprehensive Annual Maintenance Contract (including spares) (CAMC), Annual Maintenance Contracts (AMC) or Rate Repair Contracts (RRC)?		
34.	List of onboard and B&D spares (if applicable) to be enclosed.		
35.	For how many years would support in terms of maintenance/ availability of spares be provided		
36.	What is the type and depth of documentation that would be offered for training, operation and maintenance of the Binocular?		
37.	<p>What are the specifications of the binoculars being followed with respect to:-</p> <ul style="list-style-type: none"> (a) Optical Glass. (b) Design of equipment. (c) Reliability of equipment. (d) Ergonomics of equipment. (e) Environmental test specifications. (f) Withstanding salt water spray. (g) Shock test specifications. (h) Vibration test (if applicable). (j) Corrosion resistance. (k) User documentation. 		

<u>Ser</u>	<u>Specification/ Parameters/ Information Required</u>	<u>Vendor Information</u>	<u>Essential Parameter A or B or Enhanced Performance Parameter¹</u>
38.	Is your company the OEM or authorised vendor of the equipment?		
39.	If not OEM, provide details of MoU with foreign OEM or proof of partnership.		
40.	Is the OEM willing to provide IPR (in case foreign OEM)?		
41.	Turnover of your company for three financial years.		
42.	Who are the customers to whom you have supplied the said equipment?		
43.	Other naval equipment being manufactured by your company?		
44.	Other naval equipment supplied by your company to the Indian Navy/ Indian Coast Guard?		
45.	(In case of foreign OEM) Are you willing to partner with an Indian firm for License production of the equipment in India? If yes, name of firm and exact scope license production?		
46.	(In case of foreign OEM) Are you willing for Transfer of Technology of the equipment to an Indian firm? If yes, please elaborate upon exact scope of TOT.		
47.	Are you willing for Field Trial Evaluation of the equipment in India on a No Cost No Commitment basis?		

Appendix B
(Refers to Sub-Para 5(a))

REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE

Request for Information for 7X 50 Marine Binoculars

1. The Indian Navy is planning to procure **7 X 50 Marine Binoculars**. With the view to identify probable vendors who can undertake the said project, OEMs/ Authorised Vendors are requested to forward information on the product which they can offer. The parameters/ broad specifications of the item are mentioned in the questionnaire attached as per **Appendix A** to this RFI. In addition the vendors are required to furnish details as per proforma at **Appendix C and D** to this RFI.
2. Apart from the information as per the Appendices the vendors may also forward technical details/product brochures/literature etc pertaining to the item in question.
3. The required information/ details may please be forwarded at the following address by **30 Apr 21**:-

The Commodore (Staff Requirements)
Integrated Headquarters of Ministry of Defence (Navy)
Directorate of Staff Requirements (DSR)
Room 54, A - Block Hutments
Dara Shukoh Road
New Delhi 110011
Fax: +91 11 23010241
Email ID: dsr@navy.gov.in

Appendix C
(Refers to Sub-Para 5(a))

VENDOR INFORMATION PROFORMA

1. **Name of the Vendor/ Company/ Firm.**

(Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the Relevant Category).**

Original Equipment Manufacturer (OEM) Yes/No
 Authorised Vendor of foreign Firm Yes/No (attach details, if yes)
 Others (give specific details)

3. **Contact Details.**

Postal Address:

City: _____ State: _____
 Pin Code: _____ Tele: _____
 Fax: _____ URL/Web Site: _____
 Email: _____

4. **Local Branch/ Liaison Office/ Agent (if any).**

Name & Address:

Pin Code: _____ Tel: _____ Fax: _____
 Email: _____

5. **Financial Details.** Category of Industry (Large/ Medium/ Small Scale): _____

6. **Certification by Quality Assurance Organisation.**

<u>Name of Agency</u>	<u>Certification</u>	<u>Applicable from (Date & Year)</u>	<u>Valid till (Date & Year)</u>

7. Details of Registration.

<u>Agency</u>	<u>Registration No.</u>	<u>Validity (Date)</u>	<u>Equipment</u>
GeM			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. Membership of FICCI/ASSOCHAM/CII or other Industrial Associations.

Name of Organisation

Membership Number

9. Equipment/Product Profile (to be submitted for each product separately)

(a) Name of Product: _____

(IDDM Capability be indicated against the product)

(Should be given category wise for e.g. all products under night vision devices to be mentioned together)

(b) Description (attach technical literature): _____

(c) Whether OEM or Integrator: _____

(d) Name and address of Foreign collaborator (if any): _____

(e) Industrial Licence Number: _____

(f) Indigenous component of the product (in percentage): _____

(g) Status (in service/design & development stage): _____

(h) Production capacity per annum: _____

(j) Countries/agencies where equipment supplied earlier (give details of quantity supplied): _____

(k) Estimated price of the equipment _____

10. Alternatives for meeting the objectives of the equipment set forth in the RFI.

11. Any other relevant information: _____
12. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

Note: Paragraph 44 and Appendix F to Chapter II of DAP 2020 may be referred.

Appendix D
(Refers to Sub-Para 5(a))

ADDITIONAL INPUTS

1. **Delivery Schedule.**

- (a) Proposed delivery timelines for supply of the required quantities.
- (b) Annual Production capacity and capability to increase the production capacity to meet the delivery schedule requirements of Indian Navy.

2. **Acquisition Categorisation.**

- (a) Is the binocular indigenously designed and developed?
- (b) Indigenous Content (IC) (in percentage) of the binocular iaw Chapter I of DAP 20.
- (c) Proposed acquisition categorisation of binocular iaw Para 8 to 12 of Chapter I of DAP 20.
- (d) Technology (ToT) of critical technologies as per specified range, depth and scope from foreign OEM (if applicable).

3. **Indigenous Raw Material (Military Material).**

- (a) Major input material (in terms of cost) for manufacturing of binoculars.
- (b) Availability of major input material in the India and known sources with material designation, standard/ code and grade, and test standards.
- (c) Vendors likely plan for sourcing the material(s).
- (d) Likely cost of material(s) if sourced from Indian Vendors as compared to their import cost.
- (e) The vendor may indicate willingness to setup dedicated manufacturing line, including design, integration and manufacturing processes in India.

4. **Miscellaneous.**

(a) **Payment Terms.** All vendors are to indicate acceptability to the terms of payment as per DAP-20.

(b) **Undertaking Regarding Debarment.** An undertaking has to be provided by the vendor that in the past they have never been banned/ debarred from doing business dealing with MoD/ Gol/ or any other Govt organisation.

(c) **Export Clearance.** The vendor may provide Information with respect to restrictions related to export in its country and how long will it take to get clearance.

(Authorised Signatory)