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New Delhi – 110023

DD/2035/SOAC_RFI

May 23

M/s _____

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF
SPECIAL OPERATIONS ASSAULT CRAFT (SOAC)**

1. The Ministry of Defence, Government of India, intends to procure 10 (Ten) 'Special Operations Assault Craft (SOAC)' for Indian Navy with sufficient integral fire power and ISR capability for conduct of Special Operations at sea and in shallow waters.
2. The Request for Information (RFI) consists of three parts as indicated below:-
 - (a) **Part I.** This part enumerates Operational Requirements (ORs) of SOAC (placed at Appendix A). The important technical aspects mentioned in ORs are also described.
 - (b) **Part II.** The second part of RFI states the methodology of seeking response of the vendors. Submission of incomplete response format will render the vendor liable for rejection.
 - (c) **Part III.** This part lays down the guidelines for framing Criteria for Vendor Selection/ Pre-Qualification in Buy Indian (IDDM), Buy (Indian) and Buy & Make (Indian) Cases.
3. Apart from the information sought as per the Appendices, the vendors may also forward technical details/ brochure/ preliminary design/ literature etc., as deemed appropriate with respect to the said RFI.

PART - I

4. **Intended Use of Equipment {(Operational Requirements (ORs))}**. The SOAC is envisaged for *IN* Special Operations role at sea and in shallow waters. The craft will have adequate bulletproof protection for crew and integral armaments to provide fire support to other crafts/ teams. The craft will have ISR capability in maritime domain with integral Unmanned Aerial Systems (UAS). The broad ORs of the craft are placed at Appendix A.

5. **Important Parameters.** The important parameters of SOAC are described in ORs placed at Appendix A to this RFI. Detailed specifications will be given in the Request for Proposal (RFP) which will be issued to vendors who have responded to the RFI and who meet the Qualification Criteria, after verifying their credentials and capabilities to deliver the SOAC. Various inputs/ details/ declarations sought from vendors are compiled in the RFI questionnaire placed at Appendix D of this RFI. The important technical parameters of SOAC as described in ORs placed at Appendix A are listed below:-

- (a) SOAC would have waterjet propulsion (preferably) to support craft operation as per envisaged operational parameters.
- (b) The craft is envisaged to be made of composite carbon fiber material.
- (c) The craft design is envisaged to be based on design of Fast Interceptor Craft (FIC). It will have:-
 - (i) An enclosed cabin with NIJ III (option of NIJ IVA) level bulletproof protection.
 - (ii) An open deck layout in the rear section.
- (d) The integrated control station in the enclosed cabin would comprise of various control panels (machinery, navigation, communication, surveillance and weapon firing control) co-located to facilitate smooth command and control from a centralised location.
- (e) The SOAC would be provided with two types of integral Unmanned Aerial System (UAS) to have robust ISR capability in maritime domain.
- (f) The aspect of integration with existing armaments/ sensors in *IN* inventory would have to be factored at the design stage itself.
- (g) A Comprehensive Maintenance Contract (CMC) for SOAC and integral UAS covering period of entire operational life would be factored in the contract.

6. 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 IHQ MoD(N) to analyse the result of field evaluation and shortlist the equipment for introduction into service.

- (d) Amongst the vendors cleared by GS 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 2020.
- (g) **Offset (if applicable)**. Not applicable.
- (h) **Integrity Pact (if applicable)**. An integrity pact along with appropriate Earnest Money Deposit (EMD) is a mandatory requirement in the instant case iaw Annexure I of Appendix O of Schedule I Chapter II of DAP 2020. EMD would be applicable as follows:-

<u>Estimated Cost of Procurement Scheme</u> <u>(Rs Crs)</u>		<u>EMD Amount</u>
Above (not including)	To (including)	
-	100	Nil
100	150	30 Lakh
150	300	70 Lakh
300	1000	2 Crore
1000	2000	5 Crore
2000	3000	10 Crore
3000	5000	15 Crore
5000	-	25 Crore

- (j) **Performance-cum-Warranty Bond**. Performance-cum-Warranty Bond both equal to 3% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract. (PWBG of 3% of contract value is promulgated by MoD till 31 Dec 23). Confirmation of submission of PWGB at the rate as promulgated by MoD at the time of tender submission is to be provided.
- (k) **ToT (if applicable)**. Not applicable.
- (l) **Delivery Period**. The equipment to be delivered within **24** months from the effective date of the contract.
- (m) **Warranty**. The equipment shall be covered by warranty for replacement by the vendor for a period of **two** years.
- (n) **Product Support**. Inputs towards product support to ensure maintainability, performance and reliability throughout the operational life of the craft and associated accessories (Appendix F of Chapter II of DAP 2020).
- (i) **Comprehensive Maintenance Contract (CMC)**. The repair and maintenance of the SOAC and integral UAS will be catered through

CMC for a duration of 10 years. The details wrt proposal for the same is to be indicated. The details and management plan for important spares to be indicated.

(ii) **Life Cycle Support Contract (LCSC)**. Shipyard/ Vendor would be bound to provide product support in terms of maintenance, materials and spares for a time period specified in the RFP (in Service life/ Shelf life of SOAC and associated accessories should be at least 12 years from the date of delivery to /N.). The equipment is to be supported for entire service life of the equipment. In the event of non-availability of components/ sub-assemblies due to obsolescence, the sub-assemblies identical in the form, fit and function shall be provided.

(o) **Training**. The vendor shall be responsible for the training of operators and maintainers. Details of training schedule for operators and maintainers are to be indicated accordingly. The vendor must provide computer aided instruction packages in CD, instruction notes and special training aids to enable subsequent conduct of in-house training for operators and first/ second/ third level maintenance personnel.

(p) **Documentation**. Documentation for the equipment must be supplied as per the latest guidelines promulgated by Indian Navy. Technical and Operators manuals and other associated technical documents should include internal circuitry details that are required to undertake in-house repairs/ support by Indian Navy.

(q) **Upgradation of System**. The vendor shall give an undertaking to make available all future upgrades to the system software and hardware. As far as possible, such upgrades should be possible with minimal change of system configuration.

(r) **Relaxation**. Relaxation or review of any feature or parameters specified herein which could lead to major reduction in cost, complexity or development and production timeframe of the craft shall be informed to the user for consideration.

PART - II

7. Procedure for Response.

(a) Vendors must fill the form of response as given in Appendix B of this RFI (as per Annexure II to Appendix A to Chapter II of DAP 2020) and Appendix C of this RFI. Apart from filling details about company, details about the exact product meeting other generic technical specifications should also be carefully filled. The details sought as per RFI Questionnaire placed at Appendix D of this RFI is to be provided {(refers to Para 6 of Ch II of DAP 2020)}. Additional literature on the product can also be attached with the form.

- (b) The filled form should be dispatched at under mentioned address:-

Directorate of Special Operations and Diving
Integrated Headquarters of Ministry of Defence (Navy)
'A' Block, Ground Floor, Room No 06
Defence Offices Complex, Africa Avenue
New Delhi 110023
Fax : 011-26112026
Email : dsod.navy@navy.gov.in
POC : Cdr (SOD) X (contact details : 011-26112019)

- (c) Last date of acceptance of filled form is 08 weeks from the date of uploading of RFI on MoD website. The vendors short listed for issue of RFP would be intimated.

8. 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.

9. 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 (IDDM)

10. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDM), Buy (Indian) and Buy & Make (Indian) cases are placed at Appendix E of this RFI (Refer to Annexure IV to Appendix A of Ch II of DAP 2020).

**BROAD OPERATIONAL REQUIREMENTS OF
'SPECIAL OPERATIONS ASSAULT CRAFT (SOAC)'**

1. **Role.**

(a) To launch independent attack/ interception missions using integral weapon and sensors, with capability to provide fire support to other crafts in company at sea/ shallow waters.

(b) To carryout surveillance and reconnaissance mission using integral UAVs and sensors.

2. **Key Requirements.**

(a) Capable of safe operations in varying sea conditions and all weather including rough monsoon season.

(b) High survivability by providing an enclosed climate controlled cabin with ballistic and shock absorbent design to provide NIJ III/ IV level ballistic protection to all personnel.

(c) Sufficient open deck space at the rear to allow reconfigurable payloads as per mission requirements.

(d) Provision of gyro stabilised mounts and deck strengthening for fitment of weapons (one 12.7 mm HMG/ SRCG in the front and two 7.62 mm MMG/ Gatling gun in the rear).

(e) Capable of being hoisted/ lowered/ transported using earmarked naval platforms.

(f) Built to classification society norms and be SOLAS complaint in respect of afloat safety.

(g) Hull construction preferably of composite type hull with carbon fibre to ensure shallow draught.

3. **Dimensions (Approx).**

(a) **Length Extreme** : Not more than 15 m.

(b) **Beam** : Not more than 04 m.

(c) **Draught Max** : Not more than 01 m in fully loaded mode.

(d) **Displacement (full load)** : Not more than 15 tonnes.

4. **Desired Operational Parameters.**

- (a) **Max Speed** (with max payload) : Not less than 40 kn at 80% MCR. Sprint speed not less than 45 Kn.
- (b) **Endurance** : Not less than 400 nm (at cruising speed of 30 Kt) (with max payload).
- (c) **Crew/ Carrying capacity** : Suspension seating (shock proof) for 08 personnel including crew.
- (d) **Sea worthiness** : Upto sea state 4.

5. **Nav aids.** The SOAC to be equipped with all navigation sensors including Low Power Navigation Radar, Echosounder, Gyro Compass, GPS (G3I capable), EM Log, Automatic Identification System (AIS), Digital Magnetic Compass and modern EOIR system fully integrated with weapons.

6. **Integrated Control Station.** To facilitate smooth command and control of SOAC from a command post inside the enclosed cabin, an integrated control station will be provided consisting of various operating panels in forms of machinery control, navigation control, weapons firing, communication and surveillance panels.

7. **Communication.** Following integrated Mil Specs compliant communication suite to be fitted on SOAC:-

- (a) HF/ MF maritime set (as per IMO guidelines).
- (b) V/ UHF MMB DSC maritime set.
- (c) SATCOM.

8. **Integration of Existing Weapons and Equipment.** SOAC will be integrated with existing inventory of 'armament/ equipment' (*buyer furnished*) at design stage:-

- (a) Loitering Munitions and Spike Missiles.
- (b) SDRs for RF communication.

9. **Propulsion.** Based upon the operational experience with SORs, Waterjet is the preferred mode of operation. (*However, any other mode may be selected as per design and technical team assessment to support craft operations*).

10. **ISR Package - Unmanned Aerial System (UAS).** The following UAS will form part of the SOAC combat capability and will be supplied along with SOACs:-

(a) **Mid-Range UAS.**

- (i) **Role.** Carryout day and night ISR at extended ranges and transmit real time ISR data to SOAC/ multiple teams on ground.

(ii) **Launch/ Recovery.** Integral launch/ recovery/ control from SOAC. (Preferably VTOL, or else rail launched with net recovery or IP 67 compliant to facilitate landing in water).

(iii) **Range and Endurance.** Range not less than 80 nm and endurance upto 12 hours with ability to negotiate cross wind upto 20 Kn.

(iv) **Payloads.** The following payloads are envisaged:-

(aa) Gyro stabilised EOIR:-

(aaa) Medium Wavelength Infrared (MWIR) with not less than 15x optical zoom ratio.

(aab) EO full HD sensor with not less than 45x optical zoom ratio, in addition 4x digital zoom.

(ab) Relay communication on desired V/UHF frequency.

(v) Fitment of Gyro stabilised antenna on SOAC.

(vi) **Detectability.** EOIR sensor of UAV should facilitate tracking of a human size target in day/ night from a slant range without endangering detection of UAV by enemy through aural detection/ visual sighting.

(b) **Close-Range UAS.**

(i) **Role.** Carryout day/ night ISR at close ranges and transmit real time ISR data to SOAC/ multiple teams on ground. It should be capable to drop payloads.

(ii) **Launch/ Recovery.** Integral launch/ recovery/ control from SOAC while on the move. (Preferably VTOL for launch/ recovery with option of IP 67 compliant to facilitate landing in water).

(iii) **Range and Endurance.** Range not less than 10 nm and endurance upto 120 min with ability to negotiate cross wind upto 20 Kn.

(iv) Fitment of a gyro stabilised antenna of UAV.

(v) **Payloads.** 4K/ UHD EOIR for day/ night. It should be capable of dropping a payload.

(vi) **Detectability.** EOIR sensor of UAV should facilitate tracking of a human size target in day/ night from a slant range without endangering detection of UAV by enemy through aural detection/ visual sighting.

11. **Maintenance Support.** A Comprehensive Maintenance Contract (CMC) for SOAC along with various accessories including UAVs would be included as part of the main contract.

REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE**Request for Information for 'Special Operations Assault Craft (SOAC)**

1. The Ministry of Defence, Government of India, intends to procure 10 (Ten) 'Special Operations Assault Craft (SOAC)' for Indian Navy. With the view to identify probable vendors who can undertake the said project, shipyards/ OEMs/ Authorised Vendors are requested to forward information on the product which they can offer. The questionnaire comprising of parameters/ broad specifications and other aspects towards acquisition of the craft are placed at Appendix D of this RFI. In addition the vendors are required to furnish details as per proforma at Appendix C of this RFI (refer to Annexure II to Appendix A of Ch-II of DAP 2020).
2. Apart from the information as per the appendices the vendors may also forward technical details/ product brochures/ literature etc. pertaining to the craft in question.
3. The required information/ details may please be forwarded at the following address within eight weeks from the date of issue of RFI.

(a) **User Directorate.**

Directorate of Special Operations and Diving
 Integrated Headquarters of Ministry of Defence (Navy)
 'A' Block, Ground Floor, Room no 06
 Defence Offices Complex, Africa Avenue
 New Delhi 110023
 Fax : 011-26112026
 Email : dsod.navy@navy.gov.in
 POC : Cdr (SOD) X (contact details : 011-26112019)

(b) **Procurement Directorate.**(c) **Planning Directorate.**

} Same as above (user directorate).

(d) **ADG Acquisition Technical.**

Additional Director General Acquisition Technical (M&S)
 Room No 5, D-2 Wing
 Ground Floor, Sena Bhawan
 Rajaji Marg
 New Delhi 110011
 Tel : 011-21411712
 Fax : 011-21411710
 Email : tmms-modacq@navy.gov.in

SHIPYARD/ VENDOR INFORMATION PROFORMA1. **Name of the Shipyard/ Vendor/ Company/ Firm and Unique ID (if any).**

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

2. **Type (tick the relevant category).**

Original Equipment Manufacturer (OEM) Yes/ No
 Authorized Vendor/ Shipyard 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 in Delhi (if any).**

Name & Address: _____

Pin code: _____ Tel: _____ Fax: _____ E mail: _____

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)
- (b) Description (attach technical literature): _____
- (c) Whether OEM or Integrator : _____
- (d) Name and address of Foreign collaborator (if any): _____
- (e) Industrial License 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.**

- (a) It is certified that the above information is true and any changes will be intimated at the earliest.

(b) It is certified that in the past _____ (name of firm) has never been banned/ debarred for doing business dealings with MoD/ GoI/ any other Government Organisation and that there is no inquiry going on by CBI/ ED/ any other Government agency against the firm.

ADDITIONAL INFORMATION PROFORMA
(INDIAN SHIPYARDS)

13.	Year Established.							
14.	Type of Organisation size/ Classification of Yard.							
15.	Organisation setup and availability of skilled Manpower.							
16.	Details of design, planning and production facilities/infrastructure including slipways/ dry docks and wet basin/water front (attach brochures etc.).							
17.	Annual build capacity (in tonnage).							
18.	Details of future expansion and business development planned.							
19.	Vessels delivered in last 05 years. (Attach previous order copies for FIC/similar vessels only).							
	<u>Yard</u>	<u>Customer</u>	<u>Type of Vessel</u>	<u>DWT,GRT</u>	<u>Order Date</u>	<u>Start Production</u>	<u>Contractual Delivery</u>	<u>Actual Delivery</u>
20.	Orders in hand (attach order copies for similar ships/ crafts only)							
	<u>Yard</u>	<u>Customer</u>	<u>Type of Vessel</u>	<u>DWT, GRT</u>	<u>Order Date</u>	<u>Start Production</u>	<u>% Completed</u>	<u>Expected Delivery</u>
21.	Financial information (in INR for Indian Shipyards and in US dollars for Foreign Shipyards).							
	(a)	Annual turnover in the last three financial years (year wise).						
	(b)	Profits made.						
	(c)	Net Worth = equity + reserves.						
	(d)	Debt/Equity ratio.						
	(e)	Quick Ratio = (current assets long term debts)/ current liabilities.						
	(f)	Attach copies of certified published						

		annual report showing turnover and financial status in support of above information.	
22.		Detailed specifications of craft offered to meet the specified requirements and build period from date of order.	
23.		Detailed specifications of commercially off the shelf (COTs) crafts if available for outright purchase, if any.	

(Authorised Signatory)

REQUEST FOR INFORMATION: QUESTIONNAIRE

<u>Ser No</u>	<u>Specifications/ Parameters</u>	<u>Reply</u>
1.	Do you comply with the complete Operational Requirements (ORs) (Operational and Technical parameters) placed at Appendix A of this RFI (<i>Please provide feature wise compliance</i>)?	
2.	Any new specifications/ features/ technology development not included in ORs and are being offered by the OEM?	
3.	Inputs on alternatives to meet the same/ better operational requirements is to be provided.	
4.	What is the status of Technology Readiness Level (TRL) wrt craft and accessories with your firm?	
5.	Will you provide complete support for software and hardware? Furnish details of Comprehensive Maintenance Contract (CMC) for craft and accessories.	
6.	What would be the approximate cost of the craft (material cost, labor cost, training cost, product support package, training, documentation) and taxes and shipyard's/ vendor's financial capability to undertake the project?	
7.	Details of export/ import duties (to be indicated separately).	
8.	Do you agree to obtain necessary export/ import clearances (as applicable) in due time?	
9.	What is the approximate cost estimation and suggestions for alternatives to meet the same objective as mentioned in RFI?	
10.	Have you supplied such craft to <i>IN</i> / foreign navy/ merchant navy? Its performance and difference vis-à-vis ORs of SOAC at Appendix A of this RFI?	
11.	Vendor information and relevant document wrt vendor being MSME and/ or startup (if applicable) may be provided iaw Para 23, chapter II of DAP 2020.	
12.	Inputs on compliance and/ or conformity to various industrial and military standards as applicable as per ORs, related to operations and safety be provided.	
13.	Undertaking is to be provided stating that 'The Vendors/ firms (name) have never been banned/ debarred from doing business dealing with MoD/ GoI/ or any other govt organisation'.	
14.	Confirmation is to be provided wrt submission of EMD at the rate as promulgated by MoD at the time of tender submission.	
15.	Do you confirm your acceptance with the terms of payment as per DAP 2020 and amendment thereof?	
16.	What are your order book status?	
17.	Provisioning of craft under Buy (Indian- IDDM) (with IC \geq 50%) (Preferred) or Buy Indian categorization (IC \geq 60%, in case of indigenous design \geq 50%) iaw DAP 2020?	

18.	What are the capabilities of Indian Shipyards/ Vendors to Indigenously Design, Develop and Manufacture (IDDM) the required craft? Furnish details of capability clearance certificate for IDDM.	
19.	Utilisation of indigenous military material and indigenous software, indicating the plan for material sourcing and cost implications vis-à-vis foreign sourcing of materials, iaw Para 11 and 13 of Ch-II of DAP 2020 be indicated.	
20.	Availability of the equipment/ system/ platform in the Indian market, level of indigenisation, delivery capability, maintenance support, life time support, etc.	
21.	What are the applicable key technologies and materials required for manufacturing of the equipment/ system/ platform and the extent of their availability or accessibility in case they are not available in India?	
22.	Will there be a collaboration with experienced foreign 'shipyard/ vendor/ OEM' for design of the envisaged craft? If so, forward information of shipyard collaboration with foreign shipyards.	
23.	Details to be submitted for generating/ refining/ rationalising the SQRs prior issuance of RFP.	
24.	Mode of FET (Physical trials/ documentation/ certification/ simulation) and trial methodology as per parameters in ORs, including parameters for product evaluation is to be provided (refer Appendix G to Ch II of DAP 2020).	
25.	What is the maximum time that you would take to deliver craft post contract? What are the comments on proposed Delivery Schedule of the craft?	

**GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/
PRE-QUALIFICATION IN BUY INDIAN (IDDM)**

1. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDM), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. Paragraph 2 deals with the parameters that may be considered for short-listing of vendors, whereas paragraph 3 amplifies the process for applying selected parameters to the process of vendor short listing.

2. **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 electronics/ explosives etc. as applicable in the instant procurement case.** If not, then cumulative experience of at **least three years in above areas,** resulting in gaining of competence for manufacturing the proposed product.

(iii) Where product involves integration, previous experience **of not less than one year/ one project** in integration of systems/ equipment shall be required.

(iv) **ICT Cases.**

(aa) Certification to be included if linked to scope of work – Gartner Quadrant/ISO9001/CMMi3 or more (specifying development/service/ acquisition models)/ ISO27001. For Information Security and large value projects preferably CMMi5 may be specified.

(ab) Compliance with IEEE/ ITU standards depending upon nature/type of project or solution required.

(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-IDDM) and Buy (Indian) project.

(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-IDDM) and Buy (Indian) project.

(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.

(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.

3. **Stipulations for Applying Parameters.**

(a) **Areas like manufacturing/ electronics/ explosives etc.** referred to at Paragraph 2(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 fulfilment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfilment 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 fulfilment 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 2(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.