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NC/0542

31 Jul 19

To,

M/s

**REQUEST FOR INFORMATION (RFI) FOR SUPPLY
OF LIFERAFTS FOR INDIAN NAVY**

1. The Ministry of Defence, Government of India, intends to procure Liferrafts.
2. This Request for Information (RFI) consists of two parts as indicated below.
Submission of incomplete format will render the Vendor liable for rejection:-
 - (a) **Part I.** The first part of the RFI incorporates operational characteristics and features that should be met by the Liferrafts.
 - (b) **Part II.** The second part of the RFI states the methodology of seeking response of Vendor.

PART-I

3. **Operational Requirements.** The Operational/ Technical Requirements of the Liferrafts are placed at **Appendix 'A'** of this document.

4. **Important Parameters.** Detailed specifications will be given in the Request for Proposal (RFP) which will be issued to firms after verifying their credentials and capabilities to manufacture the Liferrafts. Firms responding to this RFI should mandatorily submit the following details:-

- (a) Feasibility to manufacture the liferafts as per the enclosed specifications (**Appendix 'A'**). Any modification to the specifications can be suggested by the vendor with suitable justification.
- (b) Budgetary quotes with breakup of cost including all the elements that needs to be structured into the costing of the complete equipment (including that of comprehensive maintenance/ equipment support) which will serve as guidelines to formulate all-encompassing SOC .
- (c) Time required for Manufacture.
- (d) Experience in manufacturing/ supplying similar equipment along with client details.
- (e) MoU with any vendor/agency, if any.
- (f) Whether the vendor would be able to comply with all provisions of DPM-09 or not. If not, Para/Clause of DPM-09 that would not be agreed to, with reasons.
- (g) Vendors may consider RFI as advance information to obtain requisite government clearances.
- (h) The tentative delivery schedule for supply of the liferafts after conclusion of the contract.
- (j) Acceptability to terms of payment as per DPM-09, available for download at Ministry of Defence Website, <https://mod.gov.in/dod>. Shall also be provided on request.

5. **Additional Specifications.** The aim of seeking this RFI is also to finalise the specifications for the liferafts with inputs from vendors. Following information to be provided by the firm:-

- (a) Modalities of training the personnel for operation and maintenance of liferafts.
- (b) Willingness for Option Clause and Repeat Clause, including the duration for which Option Clause and Repeat Clause would be valid.
- (c) Para wise compliance of **Appendix 'A'**. If not, which Para / clause that would not be agreed to, with reasons.
- (d) The tentative delivery schedule for supply of liferafts after conclusion of contract.

- (e) Acceptability of Terms of payment.
 - (f) Approximate cost estimation in Indian currency only. (Without taxes, duties, etc)
6. The vendor should confirm that the 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 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) Equipment of all TEC cleared vendors would be put through a Field Evaluation Trial in India. Vendor shall confirm feasibility to offer Field Evaluation Trials and provide sample for the same.
 - (d) Various configurations of the product and consequent cost implication to be highlighted.
 - (e) Amongst the Vendors cleared by Staff Evaluation, a Commercial Negotiation Committee would decide the lowest cost bidder (L1) and conclude the appropriate Contract.
 - (f) 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.
 - (g) The Vendor would be required to accept the general conditions of Contract given in the Standard Contract Document of DPM-09.
 - (h) **Performance-cum-Warranty Bond.** A Performance-cum-Warranty Bond equal to 10% value of the Contract is required to be submitted after signing of the Contract.

PART-II

7. Procedure for Response.

- (a) Vendors must fill the form of response as given in **Appendix 'B' & 'C'** (as applicable). Apart from filling details about the company, details about the exact liferaft product meeting our generic technical specifications should also be carefully filled. Additional literature on the liferaft and its various components can also be attached with the form.

- (b) The filled form should be dispatched at the under mentioned address: -
Commodore(NA)
Room No, 200, 2nd Floor
Directorate of Naval Architecture
Naval Headquarters Annex Building
Talkatora Stadium, New Delhi 110001

Tele: 011-21410495
Fax: 011- 21410483
E-Mail: dna.ihqmod@navy.gov.in

- (c) Last date of acceptance of filled forms along with details sought is 28 Aug 2019. The vendor short listed for issuance 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. Vendor qualification criteria is specified in **Appendix 'D'**. The end user of the LIFERAFTS is the Indian Navy.

9. The Government of India invites responses to this request only from manufacturers of liferafts fulfilling following requirements:-

(a) Firm should have supplied liferafts previously to Navy/ Coast Guard or for use onboard merchant ships.

(b) The liferaft manufacturer should be approved by DG Shipping, GoI/ MMD, GoI or their authorized/ delegated agencies for manufacture of the liferafts (20 men) meeting the requirements of IMO/ SOLAS lifesaving appliances code which includes certification for Plant, Process and Product. Further, the 20 men liferaft should have been type tested by the same agency i.a.w prototype testing procedure stipulated in the latest IMO/ SOLAS LSA code. Proof of the same is to be submitted along with the offer.

(c) The liferafts are to be manufactured in India.

10. 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 RFI, should it be so necessary, at any stage.

11. The acquisition process would be carried out under the provisions of **DPM-09**.

**OPERATIONAL / TECHNICAL SPECIFICATIONS FOR
20 Men LIFERAFTS FOR INDIAN NAVY**

1. <u>Technical Specification.</u>	(a) The 20 men liferafts shall comply to IMO/ SOLAS, Life Saving Appliances code (latest).
2. <u>Testing and Certification.</u>	(a) The liferaft manufacturer should be approved by DG Shipping, GoI/ MMD, GoI or their authorized/ delegated agencies for manufacture of the liferafts (20 men) meeting the requirements of IMO/ SOLAS lifesaving appliances code which includes certification for Plant, Process and Product.
3. <u>Service Life and Warranty</u>	(a) The liferaft shall be provided with a warranty period of 02 years from the date of supply. The warranty shall cover defects arising from malfunction through design faults, inappropriate material, bad production and non-conformance to specifications. The warranty shall also cover free servicing after the end of 1 st year and 2 nd year.
4. <u>Prototype Testing</u>	(a) Prototype Testing of the liferafts should be carried out in accordance with Test Procedures provided in Latest IMO/SOLAS regulations MSC 81(70), 200(80) and MSC 226(82) and its amendments thereafter and approved for Plant, Process and Product by authorized agencies as mentioned in Para 2.
5. <u>Product Support</u>	(a) Product Support for the liferafts shall be provided through Annual Maintenance Contract throughout the service life.

<p>6. <u>Maintenance & Servicing</u></p>	<p>(a) The firm should have been approved by DG Shipping, Gol/ MMD, Gol as an authorised servicing centre for 20 men liferafts.</p>
<p>7. <u>Compliance</u></p>	<p>(a) Para-wise compliance to specifications listed above. (b) In case of non-compliance reasons for the same should also be provided.</p>

8. The following additional information should also be provided:-
- (a) The details of various models of liferafts shall be provided.
 - (b) Detailed specifications of the liferafts along with operation & maintenance manual.

INFORMATION PROFORMA
(INDIAN VENDORS)

1. **Name, Address and Unique ID (if any) of the Vendor/ Company/ Firm.**
_____ (Company profile, in brief, to be attached. In the eventuality of the firm emerging as L1, Contract will be concluded in the **name and address** of the firm, as indicated here). Vendors are to submit an undertaking that any subsequent proposal for change in name of firm or address, will be intimated to IHQ MoD (N) at the first available opportunity and supporting documents be furnished within five working days of approval by relevant competent authority.

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

Original Equipment Manufacturer (OEM) - Yes/ No

Authorised Representatives 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 in Delhi (if any).**

Name & Address _____

Pin Code: _____ Tele: _____ Fax: _____ Email: _____

5. **Financial Details .**

(a) Category of Industry (Large/ Medium/ Small Scale): _____

(b) Annual Turnover : _____ (in INR)

(c) Number of employees in firm : _____

(d) Details of manufacturing infrastructure : _____

(e) Earlier contracts with Indian Ministry of Defence/ Government agencies:

Contract Number	Equipment	Quantity	Cost

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

Name of Agency	Certification	Applicable from (Date & Year)	Valid till (Date & Year)

7. **Details of Registration.**

Agency	Registration Number	Validity (Date)	Equipment
DGS&D			
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 : _____

(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 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 within five (05) working days of occurrence.

(b) It is certified that design and development is indigenous and belongs to the _____ (Vendor) and/ or _____ (its Indian Sub Vendor). The Indigenous Content in the said equipment is _____% as on date and is likely to be raised to _____% by _____ (date). The clarification for the same is enclosed.

(c) It is certified that the complete set of design and production drawing are available and source code for all software applications/ programmes are also available with the _____ Vendor and that these would be produced for verification when required.

(d) It is certified that in the past that _____ (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.

(Authorised Signatory)

INFORMATION PROFORMA
(FOREIGN VENDORS)

1. **Name, Address and Unique ID (if any) of the Vendor/ Company/ Firm**
_____ (Company profile, in brief, to be attached. In the eventuality of the firm emerging as L1, Contract will be concluded in the **name and address** of the firm, as indicated here). Vendors are to submit an undertaking that any subsequent proposal for change in name of firm or address, will be intimated to IHQ MoD (N) at the first available opportunity and supporting documents be furnished within five working days of approval by relevant competent authority.

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

Original Equipment Manufacturer (OEM)	Yes/No
Government sponsored Export Agency	Yes/No (Details of registration to be provided)
Authorised Vendor of OEM	Yes/No (attach details)
Others (give specific details) _____	

3. **Contact Details.**

Postal Address: _____
City : _____ Province : _____
Country: _____ Pin/ Zip Code : _____
Tele : _____ Fax : _____
URL/Web Site : _____ Email : _____

4. **Local Branch/Liaison Office/Authorised Representatives, in India (if any).**

Name & Address: _____
City : _____ Province : _____
Pin code : _____ Tel : _____ Fax : _____
Email. _____

5. **Financial Details.**

- (a) Annual turn over : _____ USD
- (b) Number of Employees in firm _____.
- (c) Details of manufacturing infrastructure available _____.

(d) Earlier contracts with Indian Ministry of Defence/Government agencies:

Agency	Contract Number	Equipment	Quantity	Cost

6. **Certification by Quality Assurance Organisation (If Applicable).**

Name of Agency	Certification	Applicable from (date & Year)	Valid till (date & year)

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

(a) Name of Product: _____

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

(b) Description (attach technical literature): _____

(c) Whether OEM or Integrator: _____

(d) Status (in service /Design development stage): _____

(e) Production capacity per annum: _____

(f) Countries where equipment is in service: _____

(g) Whether export clearance is required from respective Government: _____

(h) Any collaboration/joint venture/co production/ authorised dealer with Indian Industry (give details):

Name & Address: _____

Tel : _____ Fax : _____

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

9. Any other relevant information. _____

10. **Declaration.** It is certified that:-

(a) It is certified that the above information is true and any changes will be intimated within five (05) working days of occurrence.

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

(Authorised Signatory)

CRITERIA FOR VENDOR SELECTION/ PRE QUALIFICATION

1. **Technical Parameters.**
 - (a) Number of years of experience in manufacturing/ Supply of same/ similar product.
 - (b) Details of manufacturing infrastructure for manufacturing liferafts.
 - (c) Quality plan maintained by vendor.
 - (d) Details of certification by Quality Assurance Agencies.
 - (e) Industrial License details at the time of submission of bid.
 - (f) Annual production capacity and capability to increase the production capacity to meet the delivery schedule requirements of Services.

2. **Financial Parameters.**
 - (a) **Turnover.** Turnover of Rs. _____ Crs in last three years.
 - (b) **Capital Assets.** Capital Assets of _____.
 - (c) **Profit.** Profit/ Loss in last three years _____.
 - (d) **Tax Return.** Copy of Income Tax Return filed during last three years.

3. **Additional Parameters.**
 - (a) Projects/ supply orders successfully executed in last five years.
 - (b) Annual reports of last five years.
 - (c) Shareholder information.
 - (d) Details of Promoters, associated, allied and JV companies.
 - (e) Details of vigilance action viz ongoing investigation and suspension/ debarment/ blacklisting actions against the company, if any.

4. **Undertaking.** Prospective Vendors must submit an undertaking that information provided by them is correct.