

Integrated Headquarters of
Ministry of Defence (Navy)
DSOD, 'A' Block Hutments,
Room no. 19
Dara Shukoh Road
New Delhi – 110 011

DD/2111/Night Binocular

Oct 17

To **The Vendor**

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF
NIGHT BINOCULAR WITH COMPASS AND RANGE FINDER**

(19 PAGES INCLUDING ENCLOSURE)

1. The Ministry of Defence, Government of India is considering procurement of 208 (Two Hundred and Eight) Night Binocular with Compass and Range Finder for use by Indian Navy, Indian Army and Indian Air Force. Broad qualitative requirements of Night Binocular with Compass and Range Finder are enclosed and Vendors are requested to forward information sought at the above mentioned address, not later than 30 Nov 17. Any information seeking clarification on required specifications towards forwarding of your response may be sought from above mentioned address on Tele/Fax/E-mail.

2. The RFI consists of two parts as indicated below. **Submission of incomplete format will render the vendor liable for rejection:-**

(a) **Part I.** This includes operational requirement of the equipment as per details placed at Appendix 'A'. The first part of RFI incorporates operational and technical characteristics and features of the Night Binocular with Compass and Range Finder. The response column in the tabulated sheet may be filled in by the vendor whether complying or not with the explanation and returned. Amplifications as to changes suggested, if any, may also be made.

(b) **Part II.** The second part of RFI states the methodology of seeking response of the vendors.

Part I

3. **The Intended Use of Equipment (Operational Requirements).** Night Binocular with Compass and Range Finder is envisaged to be used in support and conduct of Naval Operations/Urban Warfare/Ground Support in harbour waters, at sea, on land, in jungles and in built up areas. System should broadly be capable of being used at Night for target identification/reconnaissance along with range detection. The broad qualitative requirements are placed at Appendix 'A'.

4. **Important Parameters.** The vendors have to provide details in respect of the following important parameters:-

(a) Equipment details including indicative operational/technical parameters, dimensions and possible use of the equipment. Vendors may also utilise this opportunity to recommend the capabilities proposed in terms of Essential Parameters-A and Essential Parameters-B i.a.w Para 10 of Chapter II of DPP 16.

(b) **Approximate Cost Estimate.** The indicative cost for procurement of Night Binocular with Compass and Range Finder with associated equipment should take into account all aspects of supply, training, Field Trials, Product Support Package and Comprehensive maintenance. Other aspects (if any), may be mentioned specifically. The indicative cost of the Product Support Package including spares, accessories, workshop test equipment, etc is to be indicated separately. The indicative cost of Transfer of Technology is also to be included. The overall emphasis should be on maximizing Indigenous content in the project in accordance with Chapter II of DPP-16. The cost so forwarded should not include tax/custom duty component. Estimated cost can also be provided separately over range of quantities for 50, 100 and 150 qty of Night Binocular with Compass and Range Finder.

(c) Whether the equipment is in use by any other Armed Force/ Navy/offered for use by other Governmental/ Non-Governmental agencies within India and if so, unit price (without taxes/ custom duties) and year in which it was supplied. The difference between these versions of equipment and the equipment presently being offered may also be highlighted.

(d) Feasibility / willingness to conduct Field Evaluation Trials (FET) in India and modalities for conduct of Field Evaluation Trials (FET) to be included. Response is to include suggested trial methodology and parameters for which evaluation can be done through simulation/certification/documentation/demonstration etc during the FET.

(e) Indicate the manpower required for operating and maintaining the Night Binocular with Compass and Range Finder as well as modalities of imparting training to operators. Details of the training aids (hardware & software), models, documentation etc which will be used during training are also to be indicated.

(f) Willingness for Option clause including the duration for which the option clause would be valid. Vendor is to clearly indicate the provisions and terms of Option clause.

(g) Whether the vendor would be able to comply with all provisions of Defence Procurement Procedure (DPP) 2016 or not? If not, which Para / clause of DPP 16 would not be agreed to with reasons.

(h) Vendor may consider RFI as advance information to obtain requisite government clearances. The restrictions related to exports in country of origin, if any, and how long it will take to get clearance as applicable is to be indicated. Restrictions, if any, for end use, may also be included.

(j) **Tentative Delivery Schedule**. The overall timeframe of production and delivery, with stage wise break-up of the entire project post signing of contract is to be submitted.

(k) **Payment Terms**. Vendor is to indicate acceptability to the terms of payment as per DPP 16.

(l) Provisions for upgradeability of equipment to avoid system obsolescence.

(m) Willingness to supply software source codes for software used in the Night Binocular with Compass and Range Finder. Any reservations in this regard are to be indicated separately. Cost of supplying these codes is to be indicated separately.

(n) Clearly indicate the details of agency holding Intellectual Property Right (IPR) for various hardware and software components (if any) of Night Binocular with Compass and Range Finder /associated equipment along with OEMs for manufacture of major assemblies.

(p) If the proposed Night Binocular with Compass and Range Finder is in development stage? If yes, all details of development activities completed and the future plans along with the timelines for trials and bulk production are to be indicated.

(q) Suitable inputs towards arriving at the Categorisation of the proposal iaw Para 6-9 of Chapter 1 and Decision Flowchart at Appendix 'A' to Chapter II of DPP 2016 may be provided by the Vendors.

5. In addition to above, the vendors are to 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 offer 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) The equipment of all TEC cleared Vendors would be put through a 'Field Evaluation Trial' in India/abroad on a "No Cost No Commitment (NCNC)' basis. A staff evaluation would be carried out by Indian Service Head Quarter (SHQ) to analyze the result of field evaluation and shortlist the equipment for introduction into service. Towards this, the participating vendors are to forward a list of equipment that would be made available for NCNC trials.

(d) Vendors are to confirm the feasibility to offer NCNC trials of proposed equipment in India/abroad, in exact configuration as proposed in response to the RFI. Alternatively, the difference between various configurations and their consequent costs may be highlighted. Vendor may clarify the proposed platform (naval/non-naval platforms, demonstrations of equipment already fitted on any non-*IN* platform, etc) and venue (India/abroad) for conduct of FET.

(e) Amongst the vendors, cleared by Staff evaluation, a Commercial Negotiation Committee would decide the lowest acceptable offer (L1 vendor) and conclude the approved contract.

(f) Vendor would be bound to provide product support for time period specified in the RFP, which includes spares and maintenance / product support package.

(g) Vendor is to accept all conditions of DPP-16 (including financial terms), if not, which Para/clause of DPP-16 is not acceptable is to be indicated. Further, the vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DPP 16.

(h) **Integrity Pact**. An integrity pact along with appropriate Bank Guarantee is a mandatory requirement as per Annexure I to Appendix M of schedule I to Chapter II of DPP 16.

(j) **Performance / Warranty Bonds**. A Performance-cum-Warranty Bond of 10 % of value of contract would be furnished by the Seller in the form of a Bank Guarantee.

(k) **Transfer of Technology (ToT)**. Vendors are to indicate feasibility of license production of equipment after acquiring ToT. Willingness to provide ToT (know how and know why) including range and depth of ToT alongwith exact scope of ToT that can be provided in each area alongwith Budgetary Quote for the same item wise is to be indicated, if ToT is being offered.

(l) **Transfer of Production (ToP)**. Willingness to provide ToP (if applicable) including setting up facility for manufacture of Night Binocular with Compass and Range Finder in India, procurement order specifications for Commercially Off the Shelf (COTS), tools/ Jigs, QA/QC etc., supply of proprietary jigs/ fixtures as required, manufacturing drawings, QA/QC

procedures, procurement order specification for raw material / components etc as required and training of Indian Production Agency (PA) personnel in all aspects of manufacturing process and supervision during initial start up of manufacturing by way of on job training and mentoring at nominated Indian PA is to be provided.

Note: BQ and timelines for the Transfer of Technology and Transfer of Production is to be separately indicated

(m) Vendors desirous of interacting with the Service Headquarter prior to responding to RFI may indicate so latest by 30 Oct 17.

Part – II

6. Procedure for Response:-

(a) Vendors (Indian /Foreign) must fill the form of response as per the enclosed format placed at Appendix 'B' for Indian vendors and Appendix 'C' for foreign vendors. In addition to the contents mentioned at Part I and apart from filling details about the company, details of the exact product meeting our generic technical specifications should also be carefully filled. Additional literature on the product may also be attached with the form.

(b) Vendors must fill the form as given in Appendix 'D' to enable Vendor Analysis prior issue of RFP.

(c) The filled form of response should be dispatched to the address mentioned below:-

Integrated Headquarters of
Ministry of Defence (Navy)
DSOD, 'A' Block Hutments,
Room no. 19
Dara Shukoh Road
New Delhi – 110 011

Fax : +91-11-23010230

Tel: +91-11-23011239

Email : kunal-vishnu@navy.gov.in

(d) The last date of acceptance of filled form is 30 Nov 17. The Vendors shortlisted for issue of RFP would be intimated tentatively by Jun 18.

7. 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.

8. This information is being issued with no financial commitment and 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 or RFP, should it be so necessary, at any stage.

9. The acquisition process would be carried out under the provisions of DPP 16.

(Kunal Vishnu)
Commander
JDSOD

Appendix A
(Refers to Para 2(a))

PART I

Operational Requirements

NIGHT BINOCULAR WITH COMPASS AND RANGE FINDER

<u>Sr</u>	<u>Particulars</u>	<u>Specification</u>	<u>Vendor to Specify</u>
<p><u>Envisaged Role.</u> Night Binocular with Compass and Range Finder is envisaged to be used in support and conduct of Naval Operations/Urban Warfare/Ground Support in harbour waters, at sea, on land, in jungles and in built up areas. System should broadly be capable of being used at Night for target identification/reconnaissance along with range detection.</p>			
<u>Principal Components</u>			
1.	Magnification	Not less than 5X	
2.	Resolution	Minimum 640 x 480 pixels	
3.	MTBF	Not less than 5000 hrs	
4.	Weight	Less than 2.5 Kg with battery	
5.	Endurance	Minimum 7 hrs of continuous operation on single battery charge. Should have low battery indication facility.	
6.	Detection Range	Minimum 1500 metres (for a moving group of persons)	
7.	Recognition Range	Minimum 400 metres (for a group of persons)	
8.	Field of View	Minimum of 5 Degrees	
9.	Display	LED or better/recent technology	
10.	Built-in Digital Magnetic Compass		
	(i) Accuracy	(i) ± 1 degree or better	
	(ii) Display	(ii) Four digits in degrees	
11.	Range Finder		
	(i) Range Measurement	(i) Minimum 1500m	
	(ii) Accuracy	(ii) ± 5 m at 1500 m (or better)	
	(iii) Eye Safety	(iii) Should have adequate safety measures	

	(iv) Wave length		Vendor to specify
12.	In addition, for Device with Image Intensifier (II) Tube	(i) Resolution of II Tube (ii) Signal to Noise Ratio of Tube (iii) Gate (iv) Gain (v) Diopter Settings (vi) Figure of Merit	Vendor to specify
13.	In addition, for Device with Thermal Imaging (TI) Sight	(i) Spectral Range (ii) Detector Resolution (in pixels) (iii) Narrow and Wide FOV (iv) Time (in sec) required for full readiness of TI from cold state	Vendor to Specify
<u>General Features / Characteristics.</u>			
14.	General	User friendly, easy to use for the soldier in the field.	Indicate features
15.	Design Standards	As per standard International standards.	Indicate Compliance to standards
16.	Miscellaneous	(i) Software and hardware technology are to be latest. The equipment should be effective in fog, dust, smoke and rain obscuration. (ii) The acoustic noise generated by equipment should not be detected at a minimum distance of at least 30 mtrs. (iii) Should have a built in GPS.	
17.	Batteries	The equipment should operate on rechargeable commercially available batteries or customized batteries.	Life of customized battery are to be indicated

<u>Operating Features</u>			
18.	Environmental conditions.	The equipment should withstand temp limits of -30 degrees to +50 degrees.	Indicate Compliance to standards
19.	Life	Shelf life of the equipment should be 10 years or more.	
20.	Robustness	It should be rugged enough to withstand the normal hazards during employment in Sea, Land and Air operations. Should be compliant with Mil-Std 810-F or above (indicate equivalent standards)	
<u>Documentation</u>			
21.	Manuals	Installation, Operators and Maintenance manuals in English language.	
22.	Part List	Equipment parts list with vendor part numbers for all spares.	
23.	Drawings	Design, Construction and Electrical.	
24.	Testing	Details of Environmental Test Specification/Standards which the Night Binocular with Compass and Range Finder has been subjected to	
<u>Maintenance & Product Support</u>			
25.	Operator level Maintenance	Documentation, Onboard spares(OBS) and training for operator/ unit level maintenance	
26.	Maintainer level	Documentation, spares and training for maintainer/ Dockyard level maintenance	
27.	Base & Depot (B & D) Spares.	<ul style="list-style-type: none"> - Manufacturers Recommended List of Spares (MRLS) for Onboard spares(OBS) and Base & Depot (B & D) Spares be provided with costs - Test equipment including all calibration equipment be provided with costs - Adequacy and continued availability of spares /replacement of the item (depending upon the life span) must be 	

		ensured prior to placement of orders for the equipment	
28.	Product Support Package	<ul style="list-style-type: none"> - Warranty for 24 months is required to be provided, on completion of commissioning of the Night Binocular with Compass and Range Finder. - The firm should also indicate willingness to undertake Comprehensive Annual Maintenance Contract (CAMC) for 10 years on completion of Warranty - To enable stocking of spares by Indian Navy, the firm should recommend / offer substitutes/replacement of such components - Up gradation/ modification to the equipment, resulting in enhancement in the performance should be intimated and offered to Indian Navy - Capability for midlife upgradation is to be indicated 	
29.	Training Requirement/ Training Aids	Training for 50 personnel (Navy, Army and Air Force) in operation and first-line maintenance is to be provided at India using modern training Aids.	
30.	Proposed timelines for supply	The overall timeframe of production, delivery with stage wise break-up is required to be submitted.	
31.	Manufacturing Set up	Whether the company has manufacturing/ servicing set-up in India. If not, what are the future plans to set up a manufacturing/ servicing set-up in India, if any?	
32.	ToT	Feasibility of development/ production through a JV with an Indian firm and timelines thereof	

Quality Assurance. Quality Assurance will be undertaken by IHQ MoD(N) / Directorate of Quality Assurance(DQAN), based on Quality Assurance Programme (QAP) submitted by the manufacturer for the product/ sub-assemblies. QAP will be required to address aspects of quality assurance in line with current international specifications.

Appendix 'B'
 {Refers to Para 6(a)}

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 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 in Delhi (if any).**

Name & Address : _____

Pin Code: _____ Tel: _____ 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 No.	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 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.**

(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 certification for the same is enclosed.

(c) It is certified that the complete set of design and production drawings 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.

Note: *Certification for 12(b) and 12(c) is required only if claiming IDDM category.*

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

Note: *Para 44 and Appendix F of Chapter II of DPP 16 may be referred*

(Authorised Signatory)

Appendix 'C'
 {Refers to Para 6(a)}

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

Authorised Vendor of foreign Firm: Yes/No(attach details, if yes)

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 turnover : _____ 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 night vision devices 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/ authorized dealer with Indian industry (give details):

Name & Address : _____

Tel : _____

Fax: _____

(j) Estimated price of the equipment: _____

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

9. Any other relevant information : _____

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

Note: Para 44 and Appendix F of Chapter II of DPP 16 may be referred

(Authorised Signatory)

Appendix D
{Refers Para 6 (b)}

CRITERIA FOR VENDOR SELECTION/ PRE QUALIFICATION

1. **Technical Parameters.**

- (a) Number of years of experience in manufacturing of same/ similar product.
- (b) Details of manufacturing infrastructure for manufacturing the equipment.
- (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.** In addition, information on credentials and status of the entity/Vendor may be obtained covering the following:-

- (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.