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WP/2279

21 Dec 18

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF  
ACOUSTIC WARNING DEVICE (MEDIUM AND SMALL) FOR NAVAL SHIPS AND  
SHORE ESTABLISHMENTS**

1. The Ministry of Defence, Government of India, intends to procure approximately 177 Medium and 42 Small **Acoustic Warning Devices for fitment onboard Ships and Naval Establishments with sea front.**
2. This Request for Information (RFI) consists of two parts as indicated below: -
  - (a) **Part I.** This part of the RFI incorporates operational characteristics and features that should be complied with by the equipment. Few important technical parameters of the proposed equipment are also mentioned.
  - (b) **Part II.** This part of the RFI brings out the methodology of response from the vendors. **(Submission of incomplete response will render the vendor liable for rejection).**

**PART - I**

3. **Intended Use.** The Acoustic Warning Devices (AWD) are intended for fitment onboard Indian Naval Ships and shore establishments with sea front. The AWD will be utilised to generate high pitch shrill and loud Alert tone and Voice commands in different languages to warn boats coming closer to own ships and establishments at long ranges.
4. **Important Parameters.**
  - (a) **Technical Parameters.** The technical parameters sought for the system are placed at **Appendix A**. It is desirable that the system is in use by other navies. In case of a developmental system, the same needs to be indicated with developmental timelines.
  - (b) **Overall Costing Philosophy.** Vendors are to include the cost of all equipments, including systems/subsystems associated systems/devices, installation, product support package, training, maintenance, on board spares and comprehensive Annual Maintenance Contract (AMC) in their costing philosophy. In case of a developmental system, the same needs to be indicated

with developmental timelines. Separate costing for each categorisation in accordance with (iaw) Para 6 to 9 of Chapter II of DPP 16 may be provided, wherever applicable.

(c) **Transfer of Technology (ToT)**. The firms/vendors are to indicate their willingness for Transfer of Technology towards manufacturing/ operation/ maintenance, training and scope, depth and range of ToT.

(d) The vendor is required to indicate whether the equipment has been supplied by them to any other country and installed on ships/ other platforms and details thereof. The vendor may also indicate if the equipment has been offered to any other Governmental agencies within India and if so, unit price (without taxes/custom duties) and year in which it was supplied. The differences between these versions of equipment and the equipment presently being offered may also be highlighted. In case of a developmental system, the same needs to be indicated with developmental timelines.

(e) **Field Evaluation Trials (FET)**. The firms/vendors are to indicate their willingness for the conduct of FET in India. The firm/vendors are to indicate the modalities for the conduct of FET. The firms/vendors are to specify parameters of the trials for which evaluation is proposed to be carried out by actual trials/demonstration/simulation/certification/documentation.

(f) **Manpower Requirement**. The firms/vendors are to indicate the proposed manpower requirement for operation and maintenance of the proposed systems onboard and at ashore stowage/preparation/test facility.

(g) **Option Clause**. An Option Clause may be exercised iaw DPP - 2016 in the procurement case. Vendors must express their willingness or otherwise for Option Clause, including the duration for which the Option Clause will be valid.

(h) The procurement of the AWD would be guided by DPP – 2016. All firms/vendors are advised to be conversant and in compliance with the same. If the vendor/firm is unable to comply with any provision/clause of DPP- 2016, the same is to be indicated with reasons.

(j) **Delivery Schedule**. The RFP is likely to be issued in first half of the year 2019. Vendors/firms to indicate tentative delivery schedule for supply of the equipment after conclusion of contract. Separate timelines for delivery may be indicated for each of the categories viz. Buy (Global), Buy (Indian), Buy and Make (Indian) and Buy and Make may be provided wherever applicable.

(k) The vendors/firms are to indicate acceptability to the terms of payment as per DPP – 2016.

(l) The vendors are to indicate the approximate cost of the system as per quantities indicated in **Appendix 'A'**. The cost should not include tax/custom duty component. The tax/custom duty components is to be indicated separately.

(m) **Indigenous Content/ Categorisation**. Vendor is to provide defining attributes as per **Appendix A to Chapter II of DPP -16**. This is imperative for defining procurement category. The vendor is to provide suitable inputs towards

arriving at categorisation with justification for not opting higher categorisation. The vendor is to also indicate willingness to indigenously design and develop the required equipment and the likely indigenous content percentage in the system, if under development.

(n) The vendor would also be required to impart training to the Buyer in operation and first line maintenance of the system.

(p) The vendors are required to indicate or otherwise to the conditions of the RFI and with all provisions of DPP-2016, and respond to the queries pertaining to the operational and technical requirements placed at **Appendix A**.

(q) Additional literature/ equipment details may be submitted along with the response to RFI. Vendors may also utilise this opportunity to provide inputs wrt capabilities of the proposed system in order to classify the SQRs under Essential parameters – A, Essential Parameters – B iaw Para 10 of Chapter II of DPP – 2016.

(r) Vendors/Firms are to provide an undertaking that they have not been banned/debarred from doing business dealings with MoD/Gol/any other Government organisation and there is no enquiry going on by CBI/ED/ any other Government agency against them.

5. 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 technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offers should 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 Field Evaluation Trials (FET) on a No Cost No Commitment (NCNC) basis. A Staff Evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the Acoustic Warning Device System for introduction into service. Towards this, the participating vendors are to forward a list of equipment that would be available for NCNC trials.

(d) Vendors are to confirm the feasibility to offer NCNC trials, including at sea, of proposed equipment in India, in exact configuration as proposed in response to the RFI. Alternatively, the differences between various configurations and their consequent costs may be highlighted. Vendors may clarify the proposed platform (naval/non-naval platform, demonstration of equipment already fitted on any other non-Indian Navy platform, etc) and venue (India) for conduct of FET. The firms/vendors are to specify parameters of the trials for which evaluation is proposed to be carried out by actual trials/demonstration/simulation/certification/documentation.

- (e) Amongst the vendors cleared by Field Evaluation Trials, a Contract Negotiation Committee (CNC) would decide the lowest cost bidder (L1) and conclude the appropriate Contract.
- (f) Vendor would be bound to provide product support for the time period specified in the RFP, which would include spares and maintenance tools/ jigs/ documentation for training/fixtures for 'Operator Level' and component level repairs.
- (g) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DPP-2016 placed on [www.mod.nic.in](http://www.mod.nic.in).
- (h) **Integrity Pact.** An Integrity Pact along with appropriate IPBG is a mandatory requirement in the instant case iaw Annexure I to Appendix M of schedule I to Chapter II of DPP - 2016.
- (j) **Performance Cum Warranty Bonds.** Performance Bond cum Warranty Bond equal to 5 % value of the Contract is required to be submitted after signing of Contract.

## **PART - II**

### **6. Procedure for Response.**

- (a) Vendors are to fill the details as sought in ***Appendix 'A'***. Additional literature on the product can also be attached with the reply. Deviation in parameters is acceptable at this stage and flexibility is possible. Other features/ capabilities available may also be indicated. A rough order of magnitude of cost is to be provided for planning and budgeting. Vendors must also fill the form of response as given in ***Appendix 'B'*** of DPP – 2016 (the same is also reproduced at Appendix B).
- (b) Vendors must fill the form as given in ***Appendix 'C'*** to enable Vendor Analysis prior issue of RFP.
- (c) The response to the RFI and filled forms should be clearly labelled as **RFI Response – Acoustic Warning Device (Medium) and Acoustic Warning Device (Small)** and dispatched at the following address: -
- The Commodore (Staff Requirements)  
Integrated Headquarters of Ministry of Defence (Navy)  
Directorate of Staff Requirements (DSR)  
A - Block Hutments  
Dara Shukoh Road  
New Delhi 110011
- (d) The expected date of response is six (06) weeks ie 05 Feb 19 from the date of issue of this RFI/ placement on MoD website. The vendors shortlisted for RFP would be intimated.

7. **Safety Compliance Clause.** The vendor to provide information on environmental, EMI, EMC, tests, etc conducted on the AWD as per Military/ International standards and the life of the system, hazard classification/ in-built safeties, safety guidelines for storage, handling, transportation and exploitation.

8. The Government of India invites responses to this request only from Original Equipment Manufacturers (OEM)/ Authorised Vendors/ Government sponsored Export Agencies. The end user of the equipment is Indian Navy.

9. The 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 or RFP, should it be so necessary, at any stage.

10. The acquisition process would be carried out under the provisions of DPP - 2016, as amended from time to time.



(Virath Nair)  
Commander  
Cdr (SR)

**Appendix A**

{Refers to Para 4(a), 4(p), 4(s)}

**TECHNICAL PARAMETERS****ACOUSTIC WARNING DEVICE (MEDIUM AND SMALL) FOR NAVAL SHIPS  
AND ESTABLISHMENTS**

<b>Ser</b>	<b>Requirements</b>	<b>Vendor to Specify</b>
<b>Operational</b>		
1.	Mobility of AWD	(a) Mobility of the equipment. (b) Ease of carrying the equipment. (c) Max weight of AWD (Medium) with all accessories. (d) Max weight of AWD (Small) with all accessories.
2.	Audibility Characteristics	(a) Maximum Range of equipment. (b) Maximum Effective range of sound/tone output with clarity. (c) Ability to provide directed acoustic energy. (d) The ratio of back to front energy output. (e) Directional acoustic energy beam characteristics of the equipment. (f) Range up to which the AWD can cause pain without permanent damage and without affecting the operator. (g) Sound intensity levels in decibels.
3.	Language Data	(a) Capability to interface with external devices like microphones, MP3 Players/CD players etc. (b) Ability to translate English phrases to National and International languages. (c) Capability to communicate pre-recorded multilingual nautical commands. (d) Number of language inputs available in the system. (e) List of language outputs available in the system.
4.	Battery Supply	Should be capable to operate with 12/24 V battery with comparable performance.
5.	Power Supply	Feasibility to operate on 230 V AC supply.
6.	Readiness State	(a) Time required to go to full readiness from stand by state. (b) Time required to switch on the equipment and bring to complete readiness.
7.	Continuous Operation Time	(a) Total continuous operation feasible in marine environment, which includes saline content, sea spray, rain high humidity and smog. (b) Total break time required post completion of an maximum operation time.
8.	Weather	(a) Provide details of permissible limits of weather conditions (temperature, humidity, wind, sea state, solar radiations, rain etc) for operational exploitation of the

Ser	Requirements	Vendor to Specify
		system. (b) Provide details of Ingress Protection rating.
9.	Preservation	Provide details of the equipment with respect to being moisture proof, dust proof and fully tropicalised.
10.	Environmental Tests	(a) Indicate compliance of system to international norms wrt Military standard or equivalent. (b) Compliance to JSS 55555 environmental standard.
11.	EMI-EMC	(a) Provide details of the conformity and compliance to latest Military standards to EMI EMC. (b) Compliance to mil Std 461 E/F or equivalent
12.	Measurement	Whether values of measurement are in metric system.
13.	User Interface	Type of display (classification, resolution, dimensions, etc).
14.	Recording facility	(a) Availability of data recording facility of all types of engagements carried out, running hours, record on defects. (b) Output media
15.	Ambient Noise	Effect of ambient noise on the performance of the AWD be specified.
16.	Shock and ESS Tests	Compliance of the equipment towards shock and and ESS tests is to be specified.
17.	Category of the Equipment	Nature of the equipment (whether COTS or not) and manufacturing details wrt imported or indigenous.
<b>Maintenance</b>		
18.	Engineering Support Package	(a) Manufacturers Recommended List of Spares. (b) Details of the 'O', 'I' and 'D' facilities required for undertaking maintenance of AWD/ associated equipment and those being offered for undertaking maintenance. (c) Maximum duration for which OEM support can be availed without necessitating any modifications/ upgrades to the original provisioned system. (d) OEM willingness to offer comprehensive AMC and/ or Rate Repair Contract (RRC).
19.	Automated Test Equipment (ATE)	Provide technical details of ATE for checking of system, preparations and health monitoring along with testing philosophy.
20.	Service Life	(a) The initial service life of the AWD with provision to extend the life based on periodic inspection. (b) Onboard life and storage life, if different be clearly indicated.
21.	Integrated Logistics Support and Ground Support Equipment	(a) Ground support equipment may include launcher, stowage and handling equipment, special to type equipment, testing stations etc. (b) Provide technical details.
22.	MTBF (Mean Time Between Failures)	Provide technical details with qualifying conditions, if any.
23.	Mean time to repair the	Details of repair at operator level.

Ser	Requirements	Vendor to Specify
	system	
24.	Built In Test Equipment (BITE)	<p>All hardware to be mapped into the BITE and any degradation or un-serviceability to be presented in a colour code format. The BITE should record and maintain log of all faults. The BITE is to have the following capabilities:-</p> <p>(a) Power On BITE – Self 'Power On' test for all system/sub systems.</p> <p>(b) Local BITE for each sub system.</p> <p>(c) Central BITE should collect BITE from each sub system and apply correlation rules to find out the fault.</p> <p>(d) Health and usage monitoring system including operational status of the system with details.</p>
25.	Transportability	<p>(a) The AWD should be easily transportable from ashore to a ship in containers mounted on vehicles/barges. Vendor to specify if there exists requirement for a specific type of vehicle.</p> <p>(b) Restrictions of life due to mode of transportation be intimated.</p> <p>(c) Limits/ restrictions in transportation, if any.</p>
26.	Infrastructure (Operational and Maintenance)	<p>(a) Requirement for hangars/ permanent structures for stowage of AWD and associated equipment.</p> <p>(b) Envisaged area required on ship for fitment of AWD and associated equipment.</p> <p>(c) Availability of working model including multimedia package for better understanding of the functionalities of the system and crew training.</p>
27.	Comprehensive Annual Maintenance Contract	<p>(a) Feasibility to provide CAMC for complete life cycle of the system.</p> <p>(b) Cost of CAMC for the complete life cycle.</p>
<b>Warranty</b>		
28.	Warranty support for the product	Warranty specifying each system/sub-system.
<b>Training/ Documentation</b>		
29.	Training	<p>(a) Proposed scope, duration and number of personnel required to be trained in India.</p> <p>(b) Availability of training aids, Cut section of AWD, Computer Aided Training Package.</p> <p>(c) Training on Level 1 and Level 2 maintenance is to be specified.</p>
30.	Publications	Availability of maintenance/ operator related documents/ publications and manuals.
31.	Product support	Maximum period for product support in terms of material and spares be specified including Annual Maintenance Contract.



Ser	Requirements	Vendor to Specify
32.	Cost	<p>Rough order of magnitude/Budgetary Quote be provided for following equipment and associated systems:-</p> <ul style="list-style-type: none"> <li>(a) Cost of approximately 177 Medium and 42 Small AWDs.</li> <li>(b) OBS and B&amp;D spares.</li> <li>(c) Training of personnel (at India) including operator and maintainer training, training aids and packages. The number of personnel proposed may be indicated.</li> <li>(d) Special tools and test equipment including loading/unloading gear/equipment.</li> <li>(e) Documentation.</li> <li>(f) Engineering Support Package.</li> <li>(g) Manufacture recommended List of Spares.</li> <li>(h) Warranty.</li> <li>(j) Installation and commissioning.</li> <li>(k) Any other cost relevant information.</li> <li>(l) Taxes/custom duty to be indicated separately.</li> </ul>
33.	Delivery Time Frames	<ul style="list-style-type: none"> <li>(a) Initial delivery of 48 AWD (Medium) including all support package required for installation and commissioning of the system post conclusion of Contract. Remaining systems in 'packages' of 42 AWDs (Small) + 68 AWDs (Medium) and delivery of 61 AWDs (Medium) subsequently.</li> <li>(b) The remaining subsystems including training equipment Spares, Special tools and test equipment.</li> </ul>

**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 L-1, Contract would be concluded in the name and address of the firm, as indicated here).

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: \_\_\_\_\_

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

Name & Address: \_\_\_\_\_  
 Pin Code: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

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	Valid till

		(Date & Year)	(Date & Year)

7. **Details of Registration.**

Agency	Registration No.	Validity (Date)	Equipment
DGS&D			
DGQA/ DGAQA/ DGNAI			
OFB			
DRDO			
Any other Govt. 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) Product 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 design and development is indigenous and belong to the \_\_\_\_\_(Vendor) and/ or \_\_\_\_\_(its Indian Sub Vendor).

(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.

**Note:-** Certification for 12 (b) and (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/ GoI/ any other Government organisation and that there is no inquiry going by CBI/ ED/ any other Government agency against the firm.

**Note:** Para 44 and Appendix F to Chapter II may be referred.

**(Authorised Signatory)**

**INFORMATION PROFORMA**  
**(FOREIGN VENDORS)**

1. **Name, Address and Unique ID (if any) of the Vendor/ Company/ Firm.**

(Company profile in brief is to be attached. In the eventuality of the firm emerging L-1, Contract would be concluded in the name and address of the firm, as indicated here).

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 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/ authorised dealer with Indian Industry (give details):

Name & Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email id: \_\_\_\_\_

(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 certifies that the above information is true and any changes will be intimated at the earliest.

(b) The \_\_\_\_\_ (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 by CBI/ ED/ any other Government agency against the firm.

**Note:** Para 44 and Appendix F to Chapter II may be referred.

**(Authorised Signatory)**

**Appendix C**  
 {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.

