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Integrated Headquarters of
Ministry of Defence (Navy)
DSOD, 'A' Block Hutments
Dalhousie Road
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DD/2034/SORs Feb 17

To **The Vendor**

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF SPECIAL OPERATION RIGID HULL INFLATABLE BOATS (SOR)**
**( -- PAGES INCLUDING ENCLOSURE)**

1. Indian Navy is considering procurement of 10 (Ten) Special Operation Rigid Hull Inflatable Boats (SORs), for conduct of operations in harbor and at sea. Broad qualitative requirements of SORs are enclosed and you are requested to forward information sought at the above mentioned address, not later than --- Dec 16. Any information seeking clarification on the required QR's towards forwarding of your response may be sought from the above mentioned address on Tele/FAX/E-mail address.

2. The RFI consists of two parts as indicated below:-

(a) **Part I**- This includes operational requirement of the Equipment and details are as placed at **Appendix 'A'**. The first part of RFI incorporates operational and technical characteristics and features of the SOR. The response column in the tabulated sheet may be filled in by the vendor whether complying or not with the explanation and returned. Amplificatios as to changes suggested, if any, may also be made in order to refine the operational requirements.

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

**Part I**

3. SORs are envisaged to be broadly based on design of Rigid Hull Inflatable crafts (RHIBs), however it would be required to cater for specific specialized role of supporting and conduct of special operations at sea. RHIB would be fitted with capability to operate specialized equipment/ structure to support conduct of MIO operations. The broad qualitative requirements are placed at Appendix 'A'.

**Part – II**

4. 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 filed. Additional literature on the product may also be attached with the form.

(b) The filled form of response should be dispatched or E-mailed to the E-mail ID address mentioned at the letter head. The last date of acceptance of filled form is – Dec 16.

5. The vendor is to clearly state if the system is already in use or whether supplied to any other organization in the past. The vendor is responsible to obtain necessary government clearances, if any, wherever applicable for supply to India.

6. Further, if vendor proposing to give presentation on the product, the dates and time may be sought from the Dte before – Dec 16. The vendors are to attach detailed technical specifications of the equipment offered as response to this RFI.

(A H Naqvi)
Commander
JDSOD

**Appendix A**
(Refers to Para 2)

**Operational Requirement of the Equipment**

1. **Roles**. The special operation RHIBs shall perform independent ops and provide the capability of undertaking long range missions independently without the need of a surface/ sub surface / air platform.

2. **Essential Features**. The special operation RHIB should have following features: -

(a) Ability to carry a minimum payload of upto 2200 kg excluding fuel.

(b) Capable of speeds upto 50 kts.

(c) Endurance of 400 N at max speed.

(d) Capable of carrying at least 12 personnel including mission and craft crew.

(e) Heavy duty shock mitigating, centre line seats to avoid crew fatigue.

(f) Fwd and aft mounts for the fitment of 12.7 mm caliber weapons and suitable firing positions for short tripod launched heavy weapons and such as self homing projectiles upto 50 kg, auto Grenade Launchers, etc.

(e) Self Righting feature.

(h) Provision for installing removable inflatable armour panels on the RHIB collar to provide armor protection (preferable of NIJ level III A) to the crew, passengers and engine cover (like the Armorflate).

(j) Hull to be preferably carbon fiber layered with a foam core and should have an outer layer of Kevlar for additional support. This would assist in reducing the shock being transferred to the crew during heavy seas.

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

(l) The craft should be sea worthy upto sea state 4.

(m) Craft should be fitted with VHF/HF/SATCOM suites, HDWS radar, ECDIS, Echo sounder and other essential navigation and communication equipments.

**Appendix 'B'**
(Refers to Para 4(a)

## INFORMATION PROFORMA (INDIAN VENDORS)

| Sr | Particulars | Details of | | | | Reply |
|---|---|---|---|---|---|---|
| 1. | **Equipment** | Name of equipment as per OEM Manual | | | | |
| 2. | **Name of the Vendor/ Company/ Firm** | Company profile including Share Holding pattern, in brief, to be attached<br><br>(a) Original Equipment Manufacturer (OEM): Yes/No<br><br>(b) Authorised Vendor of foreign Firm: Yes/No(attach details, if yes)<br><br>(c) Others (give specific details) | | | | |
| 3. | **Contact Details**. | (a) Full Postal Address with City, State, Pin code, Tele, Fax, URL/Web Site<br><br>(b) Local Branch/Liaison Office in Delhi (if any), Name & Address, Pin code, Tel/ Fax | | | | |
| 4. | **Financial Details** | (a) Category of Industry (Large/Medium/Small Scale):<br><br>(b) Annual turnover(in INR)<br><br>(c) Number of employees in firm<br><br>(d) Details of manufacturing infrastructure<br><br>(e) Earlier contracts with Indian Ministry of Defence/ Government agencies: Details as below :<br>(i) Contract Number<br>(ii) Equipment<br>(iii) Quantity<br>(iv) Cost | | | | |
| 5. | **Certification by Quality Assurance Organisation** | (a) Name of Agency<br><br>(b) Certification<br><br>(c) Applicable from (Date & Year )<br><br>(d) Valid till (Date & Year) | | | | |
| 6. | **Details of Registration** | **Agency** | **Registration No.** | **Validity (Date)** | **Equipment** | |
| | | DGS&D | | | | |
| | | DGQA/ DGAQA/ DGNAI | | | | |

| | | | | | | |
|---|---|---|---|---|---|---|
| | | OFB | | | | |
| | | DRDO | | | | |
| | | Any other Government Agency | | | | |
| 7. | **Membership of** | FICCI/ASSOCHAM/CII or other Industrial Associations. Details as below:<br><br>(a) Name of Organisation<br><br>(b) Membership Number | | | | |
| 8. | **Equipment/ Product Profile** | (a) Name of Product .<br>(IDDM Capability be indicated against the product)<br>(Should be given category wise for all products)<br><br>(b) Description (attach technical literature)<br><br>(c) Whether OEM or Integrator:<br><br>(d) Name and address of Foreign collaborator (if any):<br><br>(e) Industrial Licence Number:<br><br>(f) Indigenous component of the product (in percentage):<br><br>(g) Status (in service/design & development stage):<br><br>(h) Production capacity per annum:<br><br>(j) Countries/agencies where equipment supplied earlier (give details of quantity supplied)<br><br>(k) Estimated price of the equipment | | | | |
| 9. | **Capability** | Capability to execute the project and provide product support including Warranty for 02 years and Comprehensive Annual Maintenance Contract ( CMAC) for 10 years | | | | |
| 10 | **Delivery** | Proposed timelines for supply | | | | |
| 11 | **Presentation** | Earliest date at which OEM is willing to give a presentation to IHQ MoD(N) | | | | |
| 12 | **Export Clearances** | Are any restrictions applicable in the exports from any country? If yes, how long is it likely to get clearance? | | | | |
| 13 | **Minimum Quantity** | Do you require a minimum order quantity for you to participate in the tender? | | | | |
| 14 | **Budgetary Cost Estimate** | Budgetary cost estimate of the system | | | | |
| 15 | **Alternatives** | Alternatives for meeting the objectives of the | | | | |

| | | | |
|---|---|---|---|
| | | equipment set forth in the RFI: | |
| 16 | **Remarks** | Any other relevant information | |
| 17 | **Declaration** | It is certified that the above information is true and any changes will be intimated at the earliest. | |

18. 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 on a "No Cost No Commitment' basis . A staff evaluation would be carried out by Indian SHQ to analyze the result of field evaluation and shortlist the equipment for introduction into service.

(d) Amongst the vendors, cleared the Staff evaluation, a Commercial Negotiation Committee would decide the low cost bidder (L1) and conclude the approved contract.

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

(f) All the elements that need to be structured into the costing of the equipment system (including that of a comprehensive maintenance/ product support package)

(g) Feasibility / willingness to conduct FET are to be included.

(h) Manpower required operating and maintaining besides modalities of their training.

(j) Willingness for option clause including the duration for which the option clause would be valid.

(k) Whether the vendor would be able to comply with all provisions of DPP 2016 or not. If not, which Para / clause of DPP 16 would not be agreed to with reasons (to enable NHQ to process seeking waivers).

(l) Willingness to offer offset, if approved exceed Rs 300 crores (for foreign vendors only).

(m) The tentative delivery y schedule for supply of the equipment after conclusion of the contract.

(n) Acceptance to terms of payment as per DPP16.

(p) Additional details as deemed appropriate.

(q) Vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter V of DPP 16.

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

(s) **Performance / Warranty Bonds**. A Performance-cum- Warranty Bond of 5 % of value of contract would be furnished by the Seller in the form of a Bank Guarantee. Foreign Bidders will submit the Bond from First class Bank of International repute for which bank details are to be furnished in the commercial offer. In case of Indian bidders, the bond is required to be furnished from a Public sector bank ( SBI, Bank of Baroda, Canara bank or Syndicate bank) or a Private sector bank ( ICICI Bank Ltd., Axis Bank Ltd. or HDFC Bank Ltd.) authorized to conduct government business.

**(Authorised Signatory)**

**Appendix 'C'**
(Refers to Para 4(a))

## INFORMATION PROFORMA (FOREIGN VENDORS)

| Sr | Particulars | Details of | Reply |
|---|---|---|---|
| 1. | **Equipment** | Name of the equipment as per OEM Manual | |
| 2. | **Name of the Vendor/ Company/ Firm** | Company profile, in brief, to be attached:<br><br>(a) Original Equipment Manufacturer (OEM): (Yes/No)<br><br>(b) Govt Sponsored Export Agency ( Details of registration to be provided: (Yes/No)<br><br>(c) Authorised Vendor of OEM: (Yes/No) (Attach details)<br><br>(c) Others (give specific details) | |
| 3. | **Contact Details**. | Full Postal Address with City, State, Pin code, Tele, Fax, URL/Web Site | |
| 4. | **Local Branch/ Liaison Office/ Authorized Reps, in India (if any)** | Name & Address, City / Province, Pin code, Tel/ Fax | |
| 5. | **Financial Details** | (a) Annual turnover(in USD)<br><br>(b) Number of employees in firm<br><br>(c) Details of manufacturing infrastructure<br><br>(d) Earlier contracts with Indian Ministry of Defence/ Government agencies: Details as below :<br>(i) Contract Number<br>(ii) Equipment<br>(iii) Quantity<br>(iv) Cost | |
| 5. | **Certification by Quality Assurance Organisation** | (a) Name of Agency<br>(b) Certification<br>(c) Applicable from (Date & Year )<br>(d) Valid till (Date & Year) | |
| 6. | **Equipment/ Product Profile** | (a) Name of Product .<br>(Indian Design Develop Make (IDDM) Capability be indicated against product)<br>(Should be given category wise for all products)<br><br>(b) Description (attach technical literature)<br><br>(c) Whether OEM or Integrator: | |

| | | | |
|---|---|---|---|
| | | (d) Status ( In service/ Design developmental stage):<br><br>(e) Production capacity per annum:<br><br>(f) Countries where equipment is in service<br><br>(g) Whether Export Clearance is required from respective Govt.<br><br>(h) Any Collaboration / Joint Venture / Company production / Authorized dealer with Indian Industry ( Give contact details)<br><br>(j) Countries/agencies where equipment supplied earlier (details of quantity supplied)<br><br>(k) Estimated price of the equipment | |
| 7 | **Capability** | Capability to supply, Warranty of 02 yrs and provide product support including Comprehensive Annual Maintenance Contract(CAMC) for 10 yrs after warranty | |
| 8 | **Delivery** | Proposed timelines for supply of Eqpt | |
| 9 | **Presentation** | Earliest date at which OEM is willing to give a presentation to IHQ MoD(N) | |
| 10 | **Export Clearances** | Are any restrictions applicable in the exports in your country? If yes, how long is it likely to get clearance? | |
| 11 | **Minimum Quantity** | Do you require a minimum order quantity for you to participate in the tender? | |
| 12 | **Budgetary Cost** | Budgetary cost estimate of the system | |
| 13 | **Alternatives** | Alternatives for meeting the objectives of the equipment set forth in the RFI. | |
| 14 | **Remarks** | Any other relevant information | |

17. 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 on a "No Cost No Commitment' basis. A staff evaluation would be carried out by Indian SHQ to analyze the result of field evaluation and shortlist the equipment for introduction into service.

(d) Amongst the vendors, cleared the Staff evaluation, a Commercial Negotiation Committee would decide the low cost bidder (L1) and conclude the approved contract.

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

(f) All the elements that need to be structured into the costing of the equipment system (including that of a Comprehensive maintenance/ product support package)

(g) Feasibility / willingness to conduct FET in India. Modalities for conduct of FET are to be included.

(h) Manpower required operating and maintaining besides modalities of their training.

(j) Willingness for option clause including the duration for which the option clause would be valid.

(k) Whether the vendor would be able to comply with all provisions of DPP 2016 or not. If not, which Para / clause of DPP 16 would not be agreed to with reasons (to enable NHQ to process seeking waivers).

(l) Willingness to offer offset, if approved exceed Rs 300 crores.

(m) The tentative delivery schedule for supply of the equipment after conclusion of the contract.

(n) Acceptance to terms of payment as per DPP16.

(p) Additional details as deemed appropriate.

(q) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter V of DPP 16.

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

(s) **Performance / Warranty Bonds**. A Performance-cum-Warranty Bond of 5 % of value of contract would be furnished by the Seller in the form of a Bank Guarantee. Foreign Bidders will submit the Bond from First class Bank of International repute for which bank details are to be furnished in the commercial offer. In case of Indian bidders, the bond is required to be furnished from a Public sector bank ( SBI, Bank of Baroda, Canara bank or Syndicate bank) or a Private sector bank ( ICICI Bank Ltd., Axis Bank Ltd. or HDFC Bank Ltd.) authorized to conduct government business.

19. **Declaration**. It is certified that the above information is true and any changes will be intimated at the earliest.

**Note: Para 44 & Appendix 'F' to Chapter II of DPP 16 may be referred.**

**(Authorised Signatory)**