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Integrated Headquarters of  
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NB/0695/EOI/ELSA-ED

Jan 18

**EXPRESSION OF INTEREST(EoI) FOR PROCUREMENT OF EMERGENCY LIFE SUPPORT APPARATUS(ELSA) – EXTENDED DURATION**

1. The Integrated Headquarters Ministry of Defence(Navy), Government of India intends to procure **EMERGENCY LIFE SUPPORT APPARATUS (ELSA) - EXTENDED DURATION** for ships stationed across its ports within India. The salient characteristics of the equipment are as follows:-

<b><u>Ser No.</u></b>	<b><u>Description</u></b>	<b><u>Equipment Requirements</u></b>
(a)	Emergency Life Support Apparatus Extended Duration also called by old name (Breathing Apparatus Self Contained Compressed Air for Emergency Escape (BASSCA EE).	Should provide a light weight easily operated system of respiratory protection for the wearer during emergency escape from an area of toxic irrespirable atmosphere with the wearer retaining his full physical and mental capacity
(b)	Applicable Standards	EN 137:2006, IS10245(Part 2):1994, ISO23269-1(2008), IMO, MED and SOLAS Regulations pertaining to Escape Breathing Devices, EN13794:2002
(c)	Applicable Certification	Lloyd's Register/ABS/Bureau Veritas/RINA/DNV GL/ Indian Register of Shipping/Underwriters Laboratories/Factory Mutual for the complete set and PED/CCoE (for pressurised cylinders)
(d)	Product Life	Not less than 10 years
(e)	Product support	Not less than 15 years

2. This Request for Information (EoI) consists of two parts as indicated below: -

(a) **Part I.** This part of the EoI incorporates operational characteristics and features that should be met by the equipment. Few important technical parameters of the proposed equipment are also mentioned.

(b) **Part II.** This part of the Eol states the methodology of seeking response of the vendors. Submission of incomplete response format will render the vendor liable for rejection.

## **PART – I**

### **3. Important Parameters.**

(a) **Intended Use.** The Emergency Life Support Apparatus (ELSA)-Extended Duration would be used onboard Naval ships and establishments by personnel trapped in smoke/fire affected compartments to escape wearing it. The apparatus must enable the wearer to breathe for a minimum duration of 15-30 minutes.

(b) **Technical Parameters.** A questionnaire to solicit information regarding technical and functional parameters for the Emergency Life Support Apparatus (ELSA)-Extended Duration is placed at **Appendix A.**

(c) **Overall Costing.** The cost of product would be taken into account for determining the L1 vendor. Vendors are required to provide complete elements of costing.

(d) **Option Clause.** An Option Clause may be exercised in the procurement case. Vendors must express their willingness or otherwise for Option Clause, including the duration for which the Option Clause would be valid.

(e) The vendors are required to indicate whether the equipment has been supplied to any other company in India.

(f) Vendors would also be required to provide an operational manual with details of precautions in operation and side effects, if any.

(g) The deliveries of the Emergency Life Support Apparatus (ELSA)-Extended Duration would need to commence as per a stipulated time period post conclusion of contract.

(h) The vendors are required to indicate their willingness to the terms of payment as per DPM 2009.

(j) The vendors are required to indicate compliance or otherwise to the conditions of the Eol and respond to the queries pertaining to the operational and technical requirements placed at **Appendix A.**

(k) Vendors may consider Eol as advance information to obtain requisite government clearances.

(l) Ability of the vendors to comply with all provisions of DPM 09 is to be indicated. If not, then the relevant Para/clause of DPM 09 which cannot be agreed to along with reasons are to be indicated.

(m) Additional literature/equipment details may be submitted along with the response to the EoI.

(n) **Certification**. Certification from Lloyd's Register/ABS/Bureau Veritas/RINA/DNV GL/Indian Register of Shipping/Underwriters Laboratories/Factory Mutual for the complete set and PED/CCoE (for pressurised cylinders) needs to be submitted.

(p) **User Evaluation Trials**. Trials will consist of Factory Acceptance Trials and Ship Trials. FATs will consist of Design Verification, Functional Tests, Test Equipment Study, Calibration Procedure and Pass/Fail criteria. Ship based trials will be full functional trials to ascertain all operational parameters of the system.

4. Vendors should confirm to the under mentioned conditions in accordance with Chapter 4 read in conjunction with Appendix C of Defence Procurement Manual . 2009 (DPM-2009):-

(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 12 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 (FET) in India on a No Cost No Commitment basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into Service.

(d) Amongst the vendors cleared by the staff evaluation, a Commercial Negotiation Committee (CNC) would decide the lowest cost bidder (L1) and conclude the appropriate contract.

(e) The vendor would be required to accept the general conditions of contract given in DPM 09.

## **PART – II**

5. **Procedure for Response**.

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

(b) The response to the EoI Forms at Appendix B, duly filled, should be

dispatched at the under mentioned address:-

The Principal Director of NBCD  
Integrated Headquarters of Ministry of Defence (Navy)  
Directorate of NBCD  
Room No 15 & 15A  
A - Block Hutments  
Dara Shukoh Road  
New Delhi 110011  
Fax: +91 11 23793514  
Email ID: dnbcd@navy.gov.in

(c) Last date of acceptance of filled form is **28 Feb 2018**. The vendors short listed for issue of RFP would be intimated.

6. The Government of India invites responses to this request only from Original Equipment Manufacturers (OEM)/Vendors authorised by OEMs/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 Armed Forces (Indian Navy).

7. This information is being issued with no financial commitment and the Ministry of Defence reserves the right to change or vary any part the Emergency Life Support Apparatus (ELSA)-Extended Duration 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 DPM 2009.

**Appendix A**  
(Refers to Para 3(b))

**QUESTIONNAIRE FOR DETAILS IN RESPECT OF  
EMERGENCY LIFE SUPPORT APPARATUS (ELSA)-EXTENDED DURATION**

<b>Ser</b>	<b><u>Information Required</u></b>	<b><u>Data/ Information</u></b>
1.	Is your equipment suitable for emergency escape procedure? What is the basic construction of your equipment? What are the accessories available in addition to the basic equipment?	
2.	What is the duration of the set? A minimum duration of 15-30 minutes is expected.	
3.	What is the water volume of the cylinder (if applicable) which contains the compressed air? Maximum volume of 02 ltrs is expected if set is pressurised cylinder based.	
4.	What will be weight of the cylinder (if applicable), when it is fully charged and when it is fully empty? A max weight of 3.5 Kgs is expected.	
5.	What is the donning time of the set? A maximum donning time of 10 secs is expected.	
6.	What is the rate of permissible charging? What is the max pressure the cylinder (if applicable) can hold? A maximum of 300 Bar pressure is expected if set is pressurised cylinder based.	
7.	What is max permissible limit for testing your cylinder (if set is pressurised cylinder based)?	
8.	What is the material used for the construction of the cylinder(if applicable)? A lightweight carbon composite material cylinder is expected if a pressurised cylinder is being utilised.	
9.	What is the international/Indian standard the equipment is built to? Adherence to EN 137:2006/IS10245(Part 2):1994/ISO 23269-1(2008)/EN13794:2002 and IMO/MED/SOLAS Regulations pertaining to Escape Breathing Devices, is expected.	
10.	What are the certifications the cylinder and equipment has obtained till date? Certification from Lloyd's Register/ABS/Bureau Veritas/RINA/DNV GL/Indian Register of Shipping/Underwriters Laboratories/Factory Mutual for the complete set and PED/CCoE (for pressurised cylinders) for the set to relevant standards is expected.	
11.	What are the dimensions of your entire set?	
12.	What high temperature, high humidity, vibration, drop, shock and corrosion resistance tests does your set qualify to and as per which standards?	

<u>Ser</u>	<u>Information Required</u>	<u>Data/ Information</u>
13.	What is the material used for the facepiece/hood (if applicable)? Till what temperature can it withstand? Is it flame retardant? Give the detailed specification of your hood assembly.	
14.	What is the oxygen concentration, carbon dioxide concentration, oxygen flow, surface temperature of set, opening pressure of relief valve, effective volume of breathing bag and temperature of inhalation gas if set is of closed circuit oxygen type?	
15.	Is the set with/without positive pressure?	
16.	Give the complete details of your Control Valve/Reducer and Demand Valve (if applicable) assembly?	
17.	Give details of your Charging Valve (if applicable)? How many charges can be done on your set before the Charging Valve needs replacement?	
18.	Is the set provided in a safety case to ensure the equipment is protected form dust, smoke heat, hazadous chemical weather to ensure 100% usability, immediately on opening the case?	
19.	What is the shelf life of the set and is there a replacement warranty? A minimum shelf life of 07 years with replacement warranty is expected.	
20.	Would you be able to provide comprehensive annual maintenance contract (AMC) for life time of the equipment?	
21.	Would you provide suitable training aids to enable understanding of the functioning of the equipment and also for training of personnel?	

**INFORMATION PROFORMA**  
**(INDIAN VENDORS)**

1. **Name of the Vendor/Company/Firm.** \_\_\_\_\_  
(Company profile, in brief, to be attached)

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 Year (Date and Year)	Valid Till (Date and 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: \_\_\_\_\_

(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 EOI.

11. Any other relevant information: \_\_\_\_\_

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

**(Authorised Signatory)**



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

1. **Name of the Vendor/Company/Firm.** \_\_\_\_\_  
(Company profile, in brief, to be attached)

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: \_\_\_\_\_

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

Name & Address: \_\_\_\_\_  
City: \_\_\_\_\_ Province: \_\_\_\_\_  
Pin code: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

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).**

<b>Name of Agency</b>	<b>Certification</b>	<b>Applicable Year (Date and Year)</b>	<b>Valid Till (Date and Year)</b>

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

- (a) Name of Product: \_\_\_\_\_
- (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: \_\_\_\_\_
- (j) Estimated price of the equipment: \_\_\_\_\_

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

9. **Any other relevant information.**

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

**(Authorised Signatory)**