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Integrated Headquarters-MoD(Navy)  
पोतशिल्प निदेशालय  
Directorate of Naval Architecture  
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तालकटोरा स्टेडियम  
Talkatora Stadium  
नई दिल्ली – ११० ००१  
New Delhi 110001

NC/0542

10 Jul 19

To,

M/s

**REQUEST FOR INFORMATION (RFI) FOR SUPPLY  
OF MANUAL DESALINATOR FOR INDIAN NAVY**

1. The Ministry of Defence, Government of India, intends to procure Manual Desalinators for filtration of sea water to potable water for Life rafts fitted onboard ships.
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 Manual Desalinator.
  - (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 Manual Desalinator is 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 Manual Desalinators. Firms responding to this RFI should mandatorily submit the following details:-

- (a) Feasibility to manufacture the Manual Desalinators as per the enclosed specifications (**Appendix 'A'**). Any modification, additions and alterations 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 and Supply.
- (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 Manual Desalinator 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.
- (k) Availability of servicing facilities in India which is an essential part, in order to undertake annual/ periodic survey of life saving appliances in accordance with IMO/SOLAS regulations and DG Shipping, GoI regulations.

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

- (a) Modalities of training personnel for operation and maintenance of Manual Desalinators. Locations of servicing centres within India.

- (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 Manual Desalinators 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 5% 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 Manual Desalinator product meeting our generic technical specifications should also be carefully filled. Additional literature on the Manual Desalinator 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, 2<sup>nd</sup> 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 09 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 Manual Desalinator is the Indian Navy.

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

(a) Firm should have supplied Manual Desalinators/ similar equipment previously to Navy/ Coast Guard or Merchant Shipping or adventure/ expeditionary teams or any equivalent marine organization.

(b) The equipment supplied by the firm should have an approval of accredited/ authorized agencies for potability of water as per UN regulations/ ISO 10500:2012. Proof of the same to be submitted along with the offer.

(Supporting documents to be submitted along with responses)

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  
MANUAL DESALINATOR FOR INDIAN NAVY**

<b>1. <u>Utilisation.</u></b>	Manual Desalinator shall be used as a part of survival kit as mandated by International Life Saving Appliances (LSA) code to provide necessary fresh water for each person, the life raft is permitted to carry.
<b>2. <u>Construction.</u></b>	The Manual Desalinator should meet the following criteria:-  (a) Weight of the equipment should be less than 2.5 Kg.  (b) Dimensions should be such that the overall volume of the equipment does not exceed 2500 cubic centimeters.  (c) Dimensions of the equipment inclusive of safe packaging (for placement inside life raft) should be less than 3000 cc.  (d) The equipment shall be provided with measures to avoid damage due to operation in rains/ inclement weather.
<b>3. <u>Technical Specifications.</u></b>	The Manual Desalinator should have the following features and should have been approved in accordance with IMO MSC/ Circ.1048 "Performance Standards and Performance Tests for manually powered Reverse Osmosis Desalinators":-  (a) It should be hand operated.  (b) It should not require any external power source for operation. It should not be dependent any chemical reaction/ solar power for production of fresh water.

	<p>(c) It should have an output of 0.85 ltr/ hr or a total of 20 ltr/ day.</p> <p>(d) It should be made of suitable material with robust construction to withstand sea conditions.</p> <p>(e) Salinity rejection rate should be at least 98.5% or more.</p> <p>(f) The fresh water produced should comply with Specifications of Fresh Water as per IS 10500 : 2012.</p> <p>(g) Suitable inhibitor to prevent growth of bacteria should be provided with the equipment.</p>
<b>4. <u>Testing and Certification.</u></b>	The equipment supplied by the firm should have an approval of accredited/ authorized agencies in accordance with IMO MSC/ Circ. 1048. The potability of water as per UN regulations/ ISO 10500:2012 should be certified. Proof of the same to be submitted along with the offer.
<b>5. <u>Service Life and Warranty</u></b>	<p>(a) The fair service life of the equipment should be a minimum of 08 years. Product support shall be provided for the same duration.</p> <p>(b) The equipment shall be provided with a warranty period of 05 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.</p>
<b>6. <u>Prototype Testing</u></b>	<p>(a) The equipment should have already been prototype tested and should have been in use in relevant areas of application.</p> <p>(b) However, Indian Navy will undertake limited testing in field to establish the efficacy of the item. For the same supplier is to provide a sample equipment and participate in the trials.</p>
<b>7. <u>Product Support</u></b>	(a) Product Support for the Manual Desalinator shall be provided through Annual Maintenance Contract throughout the service life of the equipment (upto 10 years from Date of Supply).

	(b) Support for the product for undertaking periodic servicing/ maintenance and repairs shall be made available in India. Time period for servicing shall be indicated.
8. <b><u>Compliance</u></b>	(a) Para-wise compliance to specifications listed above. (b) In case of non-compliance reasons for the same should also be provided.

9. The following additional information should also be provided:-

- (a) The details of various models of Manual Desalinators which can be fitted with IMO/ SOLAS approved life rafts shall be provided.
- (b) Method of fitment of the equipment on to the life rafts shall be indicated.
- (c) International Standards to which the equipment conforms to shall be indicated.
- (d) Procedure for usage and extraction of fresh water using the equipment shall be provided in detail.
- (e) Detailed specifications of the equipment along with Parts Identification List, spares list, operation & maintenance manual should be provided.

**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/ 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)**

**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: \_\_\_\_\_
- (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 Desalinators.
- (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.

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

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

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**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): \_\_\_\_\_

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(c) Number of employees in firm : \_\_\_\_\_

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

Contract Number	Equipment	Quantity	Cost

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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.**
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**(Authorised Signatory)**



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

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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) _____	

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Postal Address: \_\_\_\_\_  
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Pin code : \_\_\_\_\_ Tel : \_\_\_\_\_ Fax : \_\_\_\_\_  
Email. \_\_\_\_\_

5. **Financial Details.**

- (a) Annual turn over : \_\_\_\_\_ USD
- (b) Number of Employees in firm \_\_\_\_\_.
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(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)

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- (a) Name of Product: \_\_\_\_\_
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- (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/ 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)**

**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 Desalinator.
- (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.