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Integrated Headquarters,
Ministry of Defence (Navy)
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Dara Shukoh Road
New Delhi – 110 011

DD/1601/EUMDS

Dec 17

**REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF
EXPENDABLE UNDERWATER MINE DISPOSAL SYSTEM (EUMDS)**

(14 PAGES INCLUDING ENCLOSURE)

1. The Ministry of Defence, Government of India is considering procurement of 08 (Eight) Expendable Underwater Mine Disposal Systems, herein after referred to as 'EUMDS' for use in harbour and at sea against submerged Mines. Vendors are requested to forward information sought, not later than 10 Feb 18. Any clarification which may be required towards formulating your response may be sought from the address at Para 7(c) below.

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, of which details are as placed at Appendix 'A'. The first part of RFI incorporates operational and technical characteristics and features of the EUMDS. The response column in the tabulated sheet at Appendix 'A' may be filled in by the vendor whether complying or not, along with amplification and supporting documents if required.

(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).** EUMDS is envisaged to be used as a low cost mine disposal system utilising an expendable Remotely Operated Vehicle (ROV) or similar equipment for mine identification and destruction.

4. The EUMDS is expected to have the following capabilities. Further, the broad operational requirements are placed at **Appendix 'A'**:-

(a) Man portable and platform adaptable.

- (b) Capable of being operated from small rigid hull Inflatable crafts.
- (c) Capable of identifying a mine like object using onboard sonar/ cameras and allowing remote arming and accurate firing of shaped explosive charge.
- (d) Capable of arming and carrying multiple explosive shots in a multi target underwater scenario.

5. **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 methodology of exploitation of the equipment to formulate the SQRs. 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 EUMDS with associated equipment should take into account all aspects of supply, training, Field Trials and Product Support Package. Other aspects (if any), may be mentioned specifically. The indicative cost of the Product Support Package including spares, accessories, workshop test equipment, handling gear etc is to be indicated separately. The indicative cost of Comprehensive Annual Maintenance Contract (CAMC) 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 be exclusive of taxes, which may be indicated separately.

(c) Whether the equipment is in use by any other Navy/offered for use by other Governmental/ Non-Governmental agencies within India and/or elsewhere and if so, unit price (without taxes) 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. 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 during the FET.

(e) Indicate the optimum manpower required for operating and maintaining the EUMDS as well as modalities of training operators. Details of the training aids (hardware & software), Models, cut outs, etc which will be used during training is 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. 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 EUMDS. 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 Rights (IPR) for various hardware and software components of EUMDS, along with OEMs, for manufacture of major assemblies.

(p) If the proposed EUMDS is in a development stage, then 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.

6. 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 Navy (IN) 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 (including at sea) of proposed equipment in India/abroad, in exact configuration as proposed in response to the RFP. 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 cost bidder (L1 vendor) and conclude the appropriate contract.

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

(g) 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 Bank Guarantee (PWBG) of 10 % of value of the Contract would require to be furnished by the Seller in the form of a Bank Guarantee. This will cover 5% of total contract value each for Performance and Warranty. The PWBG shall be submitted by the Seller within one month of signing of contract and shall be valid for a period, until three months beyond the warranty period, as specified in the RFP.

Part – II

7. 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 the generic technical specifications specified in Appendix 'A' 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:-

Principal Director
Dte of Spl Ops & Diving (DSOD),
Integrated Headquarters,
Ministry of Defence (Navy)
'A' Block Hutments, Room No. 19
Dara Shukoh Road
New Delhi – 110 011
Fax : +91-11-23010230
Tel: +91-11-23011239
Email : dsod.navy@navy.gov.in

(d) The last date of submission of response to this RFI isJan 18. The Vendors shortlisted for issue 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 (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.

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

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

(A H Naqvi)
Commander
JDSOD

Appendix A
(Refers to Para 4)

OPERATIONAL SPECIFICATIONS OF EXPENDABLE UNDERWATER MINE DISPOSAL SYSTEM (EUMDS)

1. **Roles.** Expendable Underwater Mine Disposal System is envisaged to be used as a mine disposal system utilising an ROV or similar equipment for mine identification and subsequent destruction using shaped explosive charges.
2. **Essential Features.** The EUMDS should have following features : -

Sr	EUMDS Operational Features	complied/ not complied
(a)	Man Portable with the weight of ROV not exceeding 70 Kg (in air). The EUMDS should be platform adaptable and ROV should be capable of being lowered manually in water from a small rigid hull boat/ inflatable craft.	
(b)	Capable of maintaining position upon command (hover capability)	
(c)	ROV to be capable of firing the shaped charge from a standoff distance to prevent damage during explosion.	
(d)	EUMDS to have ability to control the ROV autonomously by plotting waypoints.	
(e)	Autonomously navigating to it	
(f)	Operating depth of at least 300 m.	
(g)	Capable of operating in sea state up to Sea State 3.	
(h)	<u>Sonar</u> - Forward looking multi beam sonar (700-900 kHz) with a range of 100 meters or more.	
(j)	<u>Doppler velocity Log (DVL)/ Correlation Velocity Log (CVL)</u> . To allow ROV to have precise independent underwater navigation capability, using preset waypoints, to target location with recording and replay features.	
(k)	<u>Data Link.</u> Tethered using toughened optical fiber cable.	
(l)	<u>Camera.</u> High definition pan/ tilt video cameras with 10x Zoom and high intensity search light illumination to enable mine identification under water.	
(m)	<u>Control Console.</u> The control console should have the following :-	

	<p>(i) Mission control by single operator using flat panel displays comprising of position data, sonar data, real time video imaging data.</p> <p>(ii) Ability to remotely view mission data over secured wireless feed at multiple locations.</p> <p>(iii) The console should be portable and capable of being operated from small rigid hull boat.</p>	
(n)	The system should have multiple shot capability, allowing remote arming and accurate firing of shaped explosive charge at a selected point on the target.	
(p)	The system should have a low magnetic signature (Not More Than 05 Nano Tesla) and conform to STANAG 2897 or equivalent international Standards.	
(q)	The system should be capable of being used against ground mines/short tethered mines/ long tethered mines and drifting mines.	
(r)	A portable power supply system for ensuring seamless operation of the EUMDS.	

Appendix 'B'
{Refers to Para 7(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 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 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/ GoI/ 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 7(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 7(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.