



आयुध निर्माणी, तिरुचिरापल्ली
तमिलनाडु, पिन-620 016
ORDNANCE FACTORY, TIRUCHIRAPPALLI
TAMILNADU, PIN-620 016.



An IS/ISO 9001:2015, 14001:2015,
45001:2018, 50001:2018 & WASH
certified and NABL accredited unit of
AWEIL.



(एडवांस्ड वेपंस एंड इक्विपमेंट इंडिया लिमिटेड की एक इकाई)
(A UNIT OF ADVANCED WEAPONS AND EQUIPMENT INDIA LIMITED (AWEIL))
भारत सरकार का उद्यम / A GOVERNMENT OF INDIA ENTERPRISE
रक्षा मंत्रालय / MINISTRY OF DEFENCE
सी.आई.एन. / CIN: U29270UP2021GOI150734.

सभी पत्रव्यवहार महाप्रबंधक के नाम करें, किसी अधिकारी के नाम नहीं।

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EXPRESSION OF INTEREST

This is an Expression of Interest (EOI), issued with intent to indigenize the following assembly of SRCG gun systems through Make-II route.

Sl. No.	Srijan ID No.	Nomenclature	Prototype Development Qty in nos.	Qty required post successful proto-type development in nos.
1	PRO 96629	Spade Grip Assembly with Safety	2	50

The interested parties need to submit the documents/plans as per the details mentioned below.

GENERAL TERMS & CONDITIONS

- I. Vendors are required to submit an overview about their company like manufacturing capabilities, QMS, testing facilities, Non-Disclosure Agreement (NDA), financial standing (Balance sheet), foreign investment percentage, Submission of VRR Form at <http://ddpdoo.gov.in/vendor> web portal, Start-up's / MSME declaration (if applicable), etc while participating in EOI. This shall be scrutinized by OFT before issue of relevant drawings, technical documents, etc.
(Note: Before submission of EOI the firm may visit OFT to understand the item)
- II. After obtaining relevant technical documents and drawings of the items from OFT, the vendors are requested to study the drawings and technical documents thoroughly if felt necessary, the vendor's representative may visit OFT with prior appointment to understand exact requirement.
- III. Multiple technological solutions are acceptable subject to meeting the drawings & specifications of end requirements.
- IV. Vendors are requested to participate against "Expression of Interest" along with the following documents:
 - a) The firm should be OEM & it should hold core manufacturing facilities to meet manufacturing requirements of subject sub-assembly.
 - b) Basic Manufacturing Plan and QA plan for the subject sub-assembly. (Note: Detailed plan to be submitted by the vendors after receipt of technical drawings & Quality Acceptance Procedure which will be provided after Initial evaluation)



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- c) Manufacturing facilities including machines, capacity, trained manpower etc for the subject item. The firm should have CNC turning, machining, heat treatment, surface treatment and grinding facilities to meet the manufacturing requirements as applicable.
- d) Testing and inspection facilities. The firm should have CMM/UMM, Height Gauge, Profile Projector to meet the dimensional inspection of components as applicable.
- e) Quality system certification(s), including ISI-9001 & AS 9100 C certified.
- f) List of customers to whom similar types of items are being supplied.
- g) Duly filled Vendor registration request form (VRRF) which can be filled online on <http://ddpdoo.gov.in/vendor> (under policies) and the same is attached.
- h) Vendor shall sign non-disclosure agreement with OFT (Annexure 'A')
- V. If responses of Expression of Interest mentioned in column (IV) is found acceptable, the detailed drawings of respective assembly will be provided. After receipt of detailed drawing, the vendor should provide Detailed Manufacturing Plan and QA plan for manufacturing of subject assembly with time frame.
- VI. If found qualified, the capacity verification will be done at firm premises by OFT team (if required).
- VII. **Award of Project Sanction Order (PSO)** : Vendors whoever found qualified technically for the subject item(s) will be issued a Project Sanction Order (PSO) with 'Nil' financial implications for the **prototype development of two numbers** but, with assurance of the order after successful trials and evaluation of submitted prototypes and based on the result of price bids / commercial offers.
- a) The 'Make' procedure for indigenous design, development and manufacture of defence equipment weapon systems, was simplified in 2016 and promulgated as Chapter-III of DPP-2016. Subsequently, a simplified procedure for sub-category 'Make-II' was notified in Feb 2016 with an objective of wider participation of Indian industry, impetus for MSME (Micro, Small and Medium Enterprises)/Startup sector, simplified implementation, and timely induction of equipment into the Indian Armed Forces. Number of industry friendly provisions such as relaxation of eligibility criterion, minimal documentation, provision for considering proposals suggested suo-moto by industry etc., has been introduced in the Make-II Procedure.
- b) With the emerging dynamism of private sector and with the aim of achieving substantive self-reliance in defence production/manufacturing, it is imperative that DPSUs harness the potential of private sector by implementing Make-II procedure at their level for indigenously developing products.



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- c) AWEIL may incorporate the procedure prescribed in succeeding Paras in their Procurement procedure for this purpose. Under this procedure, no funding will be provided by OFT to Development Agencies (DAs) for prototype development purposes but there will be assurance of orders on successful development and trials of the prototype. Prototypes will be supplied on no cost no commitment basis.
- d) As per the Indigenization Policy for DPSU's, Para 3.2 stated that Indigenization should, as far as possible, result in significant savings in cost. Indigenized product should invariably cheaper and meet all technical and functional specifications of the imported component which it seeks to replace. Initial development cost by indigenous manufacturers will however be borne in mind while comparing cost of newly indigenized item with its imported cost.
- VIII. Indian vendors as detailed in Annexure-I to this framework are eligible for participation for prototype development process.
- IX. Successful development under this framework would result in procurement, from successful Development Agency/Agencies'(DA/DAs), through the Procurement procedure/Manual of erstwhile OFB, by inviting commercial bids which is to be submitted prior to Commencement of Trials. Thereafter, the procedure as detailed in Procurement Manual of OFB will be followed except for the procedure outlined in subsequent paras. The requirement of indigenous content for prototype development and subsequent procurement phase shall be in sync with the requirement stipulated in 'Buy (Indian-IIDM)' category of Defence Procurement Procedure-2016.
- X. Projects under this framework will involve prototype development of equipment/system/platform or their upgrades or their sub-systems/subassembly/assemblies/components/material, primarily for import substitution/innovative solutions, for which no funding will be provided by AWEIL for prototype development purposes.
- XI. **Projects with estimated cost of prototype development phase is not exceeding Rs 2 Cr, will be earmarked for MSMEs/Startups.** However, if no MSME (Micro, Small and Medium Enterprises)/Startup express interest for such proposal, the same may be opened up for all.
- XII. Vendors whoever qualified technically (after acceptance of prototype during user evaluation and testing), is considered as established source for future requirements.



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XIII. Indicative Eligibility Criteria for Responding to EOI:

1. Criteria for other than Startups/ MSMEs:

All the entities (except Startups/ MSMEs) satisfying all of the following criteria shall be considered as an eligible 'Indian Vendor' for evaluation of EOI by Indigenization Committee:

- Public limited company, private limited company, partnership firms, limited liability partnership, one Person Company, sole proprietorship registered as per applicable Indian laws. In addition, such entity shall also possess or be in the process of acquiring a license/development of products if the product under project requires license as per DIPP's licensing policy.
- The entity has to be owned and controlled by resident Indian citizens; entity with excess of 49% foreign investment will not be eligible to take part in Make-II.

2. Criteria for Startups/ MSMEs:

- Startups recognized by Department of Industrial Policy & Promotion (DIPP) under the eligible Domain/Category as per Annexure-II, shall be eligible to participate.
- For projects with estimated cost of prototype development phase not exceeding Rs. 2 Cr and Procurement Cost not exceeding Rs.10 Cr, no separate technical/financial criteria be defined for both 'startups' and 'MSMEs', to encourage their participation.***

3. Categories & Domains of startups eligible for participation in Make-II:

Sl. No.	Category
I.	Engineering
II.	Manufacturing
III.	Research
IV.	Government

Sl. No.	Industry Domain
I.	Aeronautics/Aerospace & Defence
II.	Analytics
III.	Augmented/Virtual Reality
IV.	Automotive
V.	Computer Vision



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VI.	IT Services
VII.	Telecommunications and Networking
VIII.	Green Technology
IX.	Internet of Things
X.	Nanotechnology
XI.	Renewable Energy
XII.	Robotics
XIII.	Security Solutions
XIV.	Technology Hardware

4. **ADDITIONAL POINTS:**

- 1) **Solicitation of commercial offer:** Commercial bid will be taken prior to commencement of the trial & thereafter procedure of 'OFBPM 2018' will be followed.
- 2) **Opening of financial bid:** Financial bid of only technically acceptable DA's shall be opened i.e. DA(s) whose prototypes have been successful in the trials evaluated as per test procedure mentioned in point no. 5.
- 3) Firms found technically acceptable by the committee will be asked to submit TWO prototypes. Prototypes should be submitted by the firm within 4 months from the date of issue of project sanction order (PSO).
- 4) No funding will be provided by AWEIL/OFT to Development Agencies (DAs) for prototype development purposes.
- 5) **Trials & Evaluation of prototype:** Prototypes are required for certification which will include functional testing in OFT, Environment/life-cycle tests at OFT or suitable agency (to be organised by OFT), functional & fitment in SRCG main gun assembly which will be organised by OFT followed by fitment trials on SRCG gun system & evaluation by certification agency or/as per requirement of end user.

Trials/testing of prototype/samples will be carried out by OFT personnel in association with NAI, Trichy and representatives of the DA's are allowed to witness the test, if required. Technical support in terms of documentation /professional inputs/samples may be share with the firms by OFT. Clarification with regards to function functional & operational aspect will be shared.

- 6) Multiple technological solutions will be accepted during development of assemblies. But the same should be intimated within two months from the date of issue of project sanction order.



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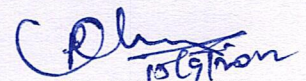


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- 7) Splitting of quantities will be done between L-1 & L-2 firms who have successfully developed the prototype in 60:40 ratios on the condition that L-2 accepts the price and terms & conditions quoted by L-1 firm.
- 8) **Intellectual Property Right, Article 23 i.e. Right and Obligations of the parties (applicable for OEM design based solution):**
- Not Applicable.** This item is being manufacture indigenously under the Transfer of Technology (ToT) Indigenous Manufacturing (IM) phase. It will be developed and manufactured as per the given drawings & specifications only. Hence, filing of IPR/Patent is not applicable.
- a) Neither Party has the right to transfer its right nor liabilities hereunder to third person except for legal assigned of the parties, without a written consent of the other party.
- b) The manufacturer shall not without a preliminary written consent of the AWEIL, Kanpur:
- Make use of *Ordnance Factory, Tiruchirappalli (A unit of Advanced Weapons & Equipment India Limited, Kanpur)* <<know-how>> and other scientific and technical achievements applied for manufacture of SRCG Gun System in India to develop and manufacture products of its own;
 - Modernize or modify the material to be delivered hereunder both with the use of aggregates parts and unit of *Ordnance Factory, Tiruchirappalli (A unit of Advanced Weapons & Equipment India Limited, Kanpur)* origin and aggregates, parts and units of indigenous production or a third party's production.
- 9) The approval of extension of timelines may be accorded by Competent Authority, if required on receipt of proper justification.
- 10) EOI/RFP is issued without any financial commitment. The Buyer reserves the right to amend or modify any part of the EOI at any stage. Such amendments/modifications to the EOI, if any, shall be duly notified similarly as the EOI. Buyer reserves the right to withdraw the EOI at any stage, should it so become necessary.
- 11) **Likely requirement:** 100 nos. / Year approximately for next 5 years.


(V RENGARAJU)

DEPUTY GENERAL MANAGER
FOR EXECUTIVE DIRECTOR
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FOR AND ON BEHALF OF PRESIDENT OF INDIA



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Appendix 'A'

Non-Disclosure Agreement

This Non-Disclosure Agreement comes into effect, by virtue of placing this supply order between Ordnance Factory, Trichy - hereinafter referred to as 'OFT' and to M/s _____ - herein after referred to as 'Development Agency (DA)' whereas OFT intends to purchase Material/Products/Services/Whole jobs - herein after referred to as 'Project Sanction Order' and in order to define the content of the Supply order OFT wish to exchange 'Confidential Information' presently in their possession and wish to ensure that the same remains confidential. Now, therefore, by accepting this supply order the vendor is hereby bound to the following:-

- (1) For the purpose of this agreement 'Confidential Information' shall mean all such information, contained in any form, disclosed by OFT to the Vendor.
- (2) The Vendor undertake to treat any and all confidential information as confidential, to use it solely for the purpose of the evaluation and definition of the Project Sanction Order as stated in this agreement, not to disclose it to any third party, and not to make it publicly available or accessible in any way, except with the prior written consent of OFT.
- (3) Unless it is necessary for the purpose stated in this agreement the Vendor shall not, without the prior written consent of OFT, copy or reproduce any part of the confidential Information.
- (4) All Confidential Information shall remain the exclusive property of the OFT. No license or conveyance of any such rights to the Vendor is granted or implied under this agreement. No commercial obligation on the part of OFT is intended or undertaken.
- (5) The Vendor shall not analyze the Confidential Information, by reverse engineering or otherwise. The information shall be returned to OFT upon request and at the latest on termination of this agreement.
- (6) This agreement shall be effective as of the date of this Project Sanction Order and shall thereafter continue unto the closure of all transactions related to it.
- (7) This agreement shall be construed and interpreted by the laws of The Government of India.
- (8) Any non compliance with regard to this agreement will be liable to judicial proceedings.


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