

OPTO ELECTRONICS FACTORY, DEHRADUN

MATERIAL MANAGEMENT -II

No. OLF/MM-II/EOI/MAKE-II/2020
Dated: May 2, 2020

Sub: EXPRESSION OF INTEREST UNDER MAKE-II PROGRAM

On behalf of President of India, The General Manager Opto Electronics Factory, Raipur, Dehradun- 248 008 - Uttarakhand (India) invites "EXPRESSION OF INTEREST (EOI)" from the reputed Indian Manufacturers (having Indian control and ownership) with proven track record and having state-of-art manufacturing and quality assurance systems for manufacturing and supply of following item. This EOI is being issued for enlisting the vendors after due technical & commercial evaluation of their capability to manufacture the items in India. Based on this, the vendors who qualify will be given formal tender enquiry for the following items:

SL No	SHORT DESCRIPTION	DESCRIPTION	TENTATIVE REQUIREMENT PER ANNUM
1	Laser Unit, AL5.008.008	The item is required for using in Missile Information Block, 9S516 of 1A43 devices of Tank T-90	50 Nos.

PRE-QUALIFICATION CRITERIA

Vendor should possess:

- (i) In-house designing, integration of complete unit, diagnosis/fault finding/repair facilities.
- (ii) Should have complete in-house testing facilities (for Routine, Acceptance, Type test & special tests)

TERMS AND CONDITIONS OF EOI

1. Vendors are required to submit an overview within 30 days from the date of publication about their company like manufacturing capabilities, financial standing etc. This shall be scrutinized by OLF before issue of relevant drawings, technical documents, etc.
2. After obtaining relevant technical documents and drawings of the items from OLF, the vendors are requested to study the drawings and technical documents thoroughly if felt necessary, the vendor's representative may visit OLF with prior appointment to understand exact requirement.
3. Vendors will ensure that design of the item will remain same as original.
4. Vendors are requested to submit "Expression of Interest" along with the following information in detail within 30 days from the date of issue of drawings.
 - a) Manufacturing Plan and QA plan for the subject item.
 - b) Manufacturing facilities including machines, capacity, trained manpower etc.
 - c) Testing facilities.
 - d) Quality system certification(s), including ISI-9001 & AS 9100 C certified.
 - e) List of customers to whom similar types of items are being supplied.
 - f) Duly filled Vendor registration request form (VRRF) which can be down loaded from website <http://ofbindia.gov.in> (under policies) and the same is attached.

Contd.....2/-

5. If found qualified, the capacity verification will be done by OLF team.
6. Vendors whoever has qualified technically for the subject item will be eligible for issuance of Tender Enquiry.
7. Vendor shall sign non-disclosure agreement with OLF.
8. A pre-bid meeting will be held at OLF, Dehradun on 06-04-2020 around 10.00AM. Participant firms are requested to attend pre-bid meeting on 06-04-2020 around 10.00 AM with your technical team who is competent to understand the devices. During the meeting, items will be displaced and quarry, if any, will be sorted out on the spot.
9. **Vendors Registration:**
Vendors, who are not registered with OLF for the item being listed in EOI have to compulsory submit Vender Registration Request Form (VRRF) for the EOI items through online through website <http://ofb.gov.in> (under procurement), failing which the bid of the firm shall be summarily rejected. Copy of the submitted VRRF is mandatory to be enclosed with the Bid document.

In procurement, where it is necessary to physically verify the facilities & capacities of the Bidder, the Buyer may depute Capacity Verification Teams for carrying out such physical verification of facilities & capacities as per OFB Standard Operating Procedure (SOP) for Capacity Verification and Vendor Registration as available on the Ordnance Factory Board website and e-procurement portal. However, for the items valuing up to Rs. 2.5 Lakh the said SOP will not be mandatory. The e-procurement portal has a centralized Helpdesk facility with toll free number (1800 2582 502) & email (helpdesk.eproc@ofb.gov.in), online customer complaint facilities and full-fledged operational manuals. The portal also contains the manual for e-procurement as well as the OFBPM 2018. These operational & procedure manuals provide requisite information on using the portal as well as an insight into the procurement procedure followed by the Ordnance Factory Organization.

- 10.0 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,, have been introduced in the Make-II Procedure.
- 11.0 With the emerging dynamism of private sector and with the aim of achieving substantive self-reliance in defence production/manufacturing, it is imperative that OFB/DPSUs harness the potential of private sector by implementing Make-II procedure at their level for indigenously developing products.
- 12.0 OFB may incorporate the procedure prescribed in succeeding paras in their Procurement procedure for this purpose. Under this procedure, no funding will be provided by OFB to Development Agencies (DAs) for prototype development purposes but there will be assurance of orders on successful development and trials of the prototype.

- 13.0 Indian vendors as detailed in Annexure-I to this framework are eligible for participation for prototype development process.
- 14.0 Successful development under this framework would result in procurement, from successful Development Agency/Agencies'(DA/DAs), through the Procurement procedure/Manual of 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.
- 15.0 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 OFB for prototype development purposes.
- 16.0 Projects with estimated cost of prototype development phase not exceeding Rs 2 Cr, will be earmarked for MSMEs/Startups. However, if no MSME (Micro, Small and Medium Enterprises)/Startup expresses interest for such proposal, the same may be opened up for all.

Annexure-1

Indicative Eligibility Criteria for Responding to EOI:

1. 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:
 - i. 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.
 - ii. 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:**
 - i. Startups recognized by Department of Industrial Policy & Promotion (DIPP) under the eligible Domain/Category as per Annexure-II, shall be eligible to participate.
 - ii. 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.

Annexure-II

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
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

17. Interested firms/vendors are requested to submit all the attachments/enclosures in hard copies and to be sent to this office within 7 days from the last date of submission of EOI.

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