

REQUEST FOR INFORMATION (RFI)
(To be uploaded on MoD and ICG websites)

PROCUREMENT OF FLEET BROADBAND SYSTEM
FOR ICG SHIPS AND ESTABLISHMENTS

1. The Indian Coast Guard (ICG), Ministry of Defence intends to procure 80 terminals of Inmarsat Broadband terminals (FBB 500 – 74 Nos. and FBB 150 – 06 Nos.) for fitment onboard Indian Coast Guard ships and shore establishments including life time maintenance support. All firms possessing capability to deliver such a solution are requested to provide the following information (**in hard and soft copy**) to the address mentioned at Para 7(b).

2. This request for information (RFI) consists of two parts as indicated below:-

(a) **Part-I.** The first part of the RFI incorporates operational characteristics and features that should be met by the equipment.

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

PART-I

3. **The Intended Use of Equipment.** The Inmarsat Fleet Broadband Terminals are required to be installed onboard ICG ships and establishments as replacement of existing Inmarsat Fleet 77 and Mini M terminals.

4. **Quantity Required and Anticipated Delivery Timeframes.** Total quantity required is 80 sets (FBB 500 – 74 Nos. and FBB 150 – 06 Nos.). The scope includes supply, installation & commissioning and life time maintenance support for the supplied equipment in terms of All Inclusive Maintenance Contract (AIAMC). The equipment are required to be delivered in the current calendar year.

5. **Important Technical Parameters.** Operational/ Technical requirements placed at **Appendix 'A'** of this document.

6. **Additional Specifications.** The aim of seeking this RFI is to finalise the list of suitable vendors for issuing RFP for the procurement proposal. Accordingly following questionnaire also needs to be answered:-

(a) Whether Indian Vendor are capable to indigenously design and develop the required equipment or through ToT agreement? If so, the time frame and details thereof.

- (b) Whether the vendor is capable of supplying Fleet Broadband Terminals (FBB-500 and FBB 150)?
- (c) Whether the vendor is authorised OEM/ dealer/ distributor/ reseller of FBB OEMs listed on Inmarsat website for sale, installation & commissioning and lifecycle maintenance support for Fleet Broadband terminals in India? If yes, furnish relevant supporting documents.
- (d) Furnish copy of the Inmarsat type approval certificate of the proposed equipment.
- (e) Whether the vendor is capable for providing lifetime maintenance / AIAMC support at various locations in India including Andaman & Nicobar and Lakshadweep & Minicoy Islands. If yes, furnish locations of maintenance support centres available in India.
- (f) What is the past experience of vendor in supplying, installation & commissioning and providing maintenance support in respect of Fleet Broadband Terminals in India? Furnish client details.
- (g) Whether any vigilance enquiry has either been undertaken in the past or contemplated on the firm?
- (h) The lead time for delivery of the equipment after signing of contract.
- (j) Budgetary Estimates of the equipment.
- (k) Acceptability of payment terms as per DPP-2016 (available on www.mod.nic.in).
- (l) Whether the vendor would be able to comply with all provisions of DPP-2016 or not. If not, Para/ Clause of DPP would not be agreed to with reasons.
- (m) Vendor may consider RFI as advance information to obtain requisite government clearances.
- (n) Complete Postal Address of the vendor for issue of RFP (if shortlisted) along with telephone number, fax number and email address.

PART-II

7. Procedure for Response.

- (a) The response to this RFI shall be submitted both in hard copy and soft copy (on CD/DVD) to the address mentioned at Para 7(b). The response shall include the details sought at Part-I of this RFI. In addition, the vendors must fill the form of response as given in **Appendix 'B' to Chapter-II of DPP-16**

(available on www.mod.nic.in). Apart from filling details about the 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 filled form should be dispatched to the under mentioned address:-

The Director General
{ for Principal Director (Operations)}
National Stadium Complex
Purana Quila Road
New Delhi – 110 001
Email ID : cgwandelhi@bol.net.in

(c) Last date of acceptance of filled form is **05 May 17**. 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 (OEMs)/ Authorised Dealers/ Distributors/ Resellers in India/ Government Sponsored Export Agencies (applicable in the case of countries where domestic law do not permit direct export by OEMs). The end user of the equipment is Indian Coast Guard.

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 it should it be so necessary at any stage. The acquisition process would be carried out under the provisions of DPP 2016 available on www.mod.nic.in.

Date: 23 Mar 17


(KC Singh)
Commandant
JD Com (P & P)
for Director General

OPERATIONAL CHARACTERISTICS AND FEATURES
INMARSAT FLEET BROADBAND TERMINALS

FLEET BROADBAND 500 TERMINALS

Technical Requirement

1. Fleet Broadband 500 (FBB 500) shall equip the ship or fleet with top-of-the-range capabilities to ensure maximise operational efficiency. The equipment shall be reliable even in the worst weather conditions, and shall guarantee connection rates of up to 256 kbps available on demand. The main requirements are as mentioned below:-

<u>Ser</u>	<u>Features</u>	<u>Capability</u>
(a)	Standard IP data	It shall give an always-on connection at up to 432 kbps for applications such as email and internet access, real-time electronic charts and weather reporting
(b)	Satellite telephony	Access up to nine telephone lines with Fleet Broadband Multi-voice and make crystal-clear phone calls to terrestrial and mobile networks, as well as other satellite terminals, anytime.
(c)	Streaming IP	Guarantee connection rates of up to 256 kbps available on demand, for live applications such as video conferencing and database synchronisation.
(d)	SMS	Send and receive SMS text messages to and from other Fleet Broadband terminals and land-based cellular networks through PC.
(e)	Enhanced voice services	Voicemail and other enhanced call management options shall be available, including caller identification, caller barring and call forwarding.
(f)	Emergency calling	Two safety service options viz, 505 Emergency Calling and Voice Distress contact with a maritime rescue station.
(g)	Fax	It shall provide a circuit-switched data connection for legacy applications such as Group 3 and Group 4 fax.
(k)	Applications	(i) Telephone, ISDN, SMS, VoIP (ii) Broadband internet (iii) Email and file transfer

		<ul style="list-style-type: none"> (iv) Multi-voice (v) Video conferencing (vi) Safety 505 and red button (vii) Notice To Mariners (viii) Maritime / port regulations (ix) ECDIS (x) Vessel routeing (xi) Walkie Talkie (ROIP) VHF/UHF radio integration (xii) Crew welfare (xiii) Weather forecasts
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2. **Mode of Communication.** The system should be able to provide following mode of communication:-

- (a) Data services both standard and streaming IP.
- (b) Voice
- (c) FAX services.
- (e) SMS

Operational Requirements

3. The terminal should be able to support the following:-

- (a) **Data**
 - (i) Standard IP - Up to 432kbps
 - (ii) Streaming IP - 32, 64, 128, 256kbps
 - (iii) ISDN - 64kbps
- (b) **Voice.** 4kbps digital 3.1kHz audio

- (c) **FAX.** Group 3 / Group 4 fax via 3.1kHz audio
- (d) **SMS.** Standard 3G (up to 160 characters)

Hardware Requirements.

- 4. The main below deck equipment such as:-
 - (a) Current generation PC running the latest windows package, necessary for system operation.
 - (b) Compatible FAX machine.
 - (c) Standard printer compatible with the terminals.
 - (d) Compatible Scanner.
 - (e) Video conferencing Equipment.
 - (f) IP Handset
 - (g) Distribution units.
- 5. The specification of above deck unit shall be:-
 - (a) Height not more than 80cm.
 - (b) Diameter not more than 75cm.
 - (c) Weight not more than 25 kg.

FLEET BROADBAND 150 TERMINALS

Technical Requirement

6. Fleet Broadband 150 (FB150) shall deliver global voice, IP data upto 150 kbps and SMS texting. The main requirements are as mentioned below:-

<u>Ser</u>	<u>Features</u>	<u>Capability</u>
(a)	Standard IP data	It shall give an always-on connection at up to 150kbps for applications such as email and internet access, real-time electronic charts and

		weather reporting
(b)	Satellite telephony	Access up to three additional telephone lines from a single FB 150 terminal with Fleet Broadband Multi-voice and make crystal-clear phone calls to terrestrial and mobile networks, as well as other satellite terminals, anytime.
(c)	SMS	Send and receive SMS text messages to and from other Fleet Broadband terminals and land-based cellular networks through PC.
(d)	Enhanced voice services	Voicemail and other enhanced call management options shall be available, including caller identification, caller barring and call forwarding.
(e)	Emergency calling	505 Emergency Calling facility shall be available for enabling vessels directly in contact with a maritime rescue co-ordination centre (MRCC) free of charge.
(g)	Fax	It shall provide a circuit-switched data connection for legacy applications such as Group 3 fax.
(k)	Applications	<ul style="list-style-type: none"> (i) Phone and SMS (ii) Email and file transfer (iii) Internet and intranet access (iv) Multi-voice (v) Safety 505 (vi) Secure VPN access (vii) Vessel routing (viii) Weather forecasts (xi) Remote monitoring and maintenance (x) E logs (xi) Maritime Ports/Regulations

7. **Mode of Communication.** The system should be able to provide following mode of communication:-

- (a) Data services standard IP.

- (b) Voice
- (c) FAX services.
- (e) SMS

Operational Requirements

8. The terminal should be able to support the following:-
- (a) **Data** Standard IP - Up to 150 kbps
 - (b) **Voice** 4kbps AMBE +2
 - (c) **FAX** Group 3 FAX
 - (d) **SMS** Standard 3G (up to 160 characters)

Hardware Requirements

9. The main below deck equipment such as:-
- (a) Current generation PC running the latest windows package, necessary for system operation.
 - (b) Compatible FAX machine.
 - (c) Standard printer compatible with the terminals.
 - (e) Compatible Scanner.
 - (f) IP Handset
 - (g) Distribution units.
10. The specification of above deck unit shall be:-
- (a) Height not more than 50cm.
 - (b) Diameter not more than 50cm.
 - (c) Weight not more than 6 kg.

GENERAL

11. **Connectors.** The terminal should have the facility for provision of necessary connectors for its operations. The number of these connectors should be sufficient to meet all the system operational requirements.
12. **User Interface.** User Interface may be through the LCD/LED/latest technology display handset together with the keys on the handset or through menu screens on the PC.
13. **Antenna System.** 3 axis stabilised, directional antennas are required. The whole system shall be designed specifically for the marine environment. Coast Guard Interceptor boats can go up to speeds of 45 knots and hovercrafts can go up to speeds of 55 knots. The bigger ships can achieve speeds up to 27 knots. The above deck equipment shall be able to withstand these speeds.
14. **Operational Temperature.**
- (a) Above Deck Unit - -25°C to +55°C
 - (b) Below Deck Unit - -15°C to +55°C
15. **Design and Fitment.** The system shall be ergonomically designed and fitted onboard ships or in shore units so that the operator can use it with utmost comfort.
16. There should not be any difference between equipment that are to be fitted in ship and shore. Both are to be having similar technical characteristics. This will facilitate Coast Guard to cannibalise equipment between shore and ship if necessity arise.
17. **Power Supply.** Indian Coast Guard ships are having power generation systems with few of them having 110 V A/C and others having 230 V A/C. All shore stations are having 230 V A/C supply. Therefore the equipment is required to be compatible to operate as per the available generated voltage. UPS shall be provided for hardware for 2 hours back up.
18. **Installation and Commissioning.** The vendor is required to install the equipment at various locations across India. All associated jobs including cabling, ducting, erecting of mounting/platforms etc in connection with the installation are required to be undertaken by the vendor.

INFORMATION PROFORMA (INDIAN VENDORS)1. **Name of the Vendor/Company/Firm.**

(Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacturer (OEM)
 Authorised Vendor of foreign Firm
 Others (give specific details)

Yes/No

Yes/No (attach details, if yes)

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 from (Date & Year)	Valid till (Date & Year)

7. **Details of Registration.**

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

- (a) Name of Product: _____
 (IDDM Capability be indicated against the 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 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 RFI.
11. Any other relevant information: _____
12. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

Note: Para 44 and Appendix F to Chapter II of DPP-2016 may be referred.

(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)**

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: _____
- (e) Countries where equipment is in service: _____
- (f) 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 RFI.

9. Any other relevant information. _____

10. **Declaration**. It is certified that the above information is true and any changes will be intimated at the earliest.

Note: Para 44 and Appendix F to Chapter II of DPP-2016 may be referred.

(Authorised Signatory)