REQUEST FOR INFORMATION FOR PROCUREMENT OF MEDIUM ALTITUDE LONG ENDURANCE (MALE) REMOTELY PILOTED AIRCRAFT (RPA) FOR INDIAN COAST GUARD

1. The Ministry of Defence, Government of India, intends to procure **Ten (10) Medium Altitude Long Endurance (MALE) Remotely Piloted Aircraft (RPA)** for use by Indian Coast Guard.

2. This Request for Information (RFI) consists of Three (03) parts as indicated below:-

2.1. **Part I**. The first part of the RFI incorporates **operational characteristics and features** that should be met by the equipment. Few important technical parameters of the proposed equipment are also mentioned.

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

2.3. **Part III**. Guidelines for Framing Criteria for **Vendor Selection** / Pre-Qualification in Buy Indian (IDDM), Buy (Indian) and Buy & Make (Indian) Cases (Annexure IV to Appendix A of Chapter II of DAP 2020).

PART- I

3. **Intended Use of Equipment (Operational Requirements)**. ICG is responsible to provide **Search and Rescue (SAR) and ensure safety & security to mariners** in Exclusive Economic Zone (EEZ) spanning **200 Nm** from coastline and Indian Search and Rescue Region (ISRR) which in some areas extends up to **1000 Nm** from coastline. With growing capability and requirement for surveillance and reconnaissance **beyond line of Sight** (BLOS), SATCOM enabled MALE RPAs can be utilized to undertake **persistent surveillance** and SAR coverage along the entire length of our borders including the maritime boundaries.

4. **Important Technical Parameters**. The important technical parameters are placed at **Appendix- 'C'**.

5. Vendors should confirm that following conditions are acceptable:-

5.1 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 last date of **submission of offers**.

5.2. The technical offers would be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.

5.3. The equipment of all TEC cleared vendors would be put through a trial evaluation in India on a 'No Cost No Commitment' basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service. NCNC trials should be carried out i.a.w environmental conditions and operating envelope of the equipment. Trials shall not be applicable if the equipment / system is already inducted in service in India or is in use in any other service abroad or already trial evaluated.

5.4. Amongst the vendors cleared by GS evaluation, a Contract Negotiations Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.

5.5. 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.

5.6. The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DAP.

5.7. **Integrity Pact (if applicable)**. An integrity pact is a mandatory requirement in the instant case (Refer Annexure I to Appendix O of Schedule I of DAP 2020).

5.8 **Performance –cum -Warranty Bond**. Performance – cum - Warranty Bond both equal to 5% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract.

PART-II

6. **Procedure for Response (Appendix- 'A')**.

6.1. Vendors must fill the form of response as given in **Appendix- 'B'**. Apart from filling details about company, details about the exact product meeting other generic technical specifications should also be carefully filled. Additional literature on the product can also be attached with the form.

6.2. The filled form should be dispatched at under mentioned address:-

6.2.1 The Principal Director (Air Acquisition), Indian Coast Guard Headquarters, National Stadium Complex, New Delhi – 110001, Telephone No. +91-11-23115354, Fax No. +91-11-23381681 and E-mail ID: dte-aa@indiancoastguard.gov.in).

6.3. An interaction meeting / VC will be held on **12 Aug 26** to address the queries of vendors. Last date to receive queries is **05 Aug 26**.

6.4. Last date of acceptance of filled form is **07 Oct 26**. The vendors short listed for issue of RFP would be intimated.

7. 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 Coast Guard.

8. 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 DAP.

PART-III

9. The guidelines for Framing Criteria for **Vendor Selection**/ Pre-Qualification in **Buy (Indian - IDDM), Buy (Indian) and Buy & Make (Indian)** Cases are detailed in Annexure IV to Appendix 'A' of Chapter II of DAP 2020 (details placed at **Appendix- 'D')**

Appendix- 'A'
(Refer to Para 6 of RFI)

REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE

Request for Information for Procurement of Ten (10) Medium Altitude Long Endurance (MALE) Remotely Piloted Aircraft (RPA)

1. The Indian Coast Guard is planning to procure**Ten (10) Medium Altitude Long Endurance (MALE) Remotely Piloted Aircraft (RPA)**. With the view to identify probable vendors who can undertake the said project, OEMs/ Authorised Vendors are requested to forward information on the product which they can offer. The parameters/ broad specifications of the item are mentioned in the questionnaire attached as per **Appendix- 'C'**. In addition the vendors are required to furnish details as per Proforma at **Appendix- 'B'**.

2. Apart from the information as per the Appendices the vendors may also forward technical details/product brochures/literature etc. pertaining to the item in question.

3. The required information/ details may please be forwarded at the following address by **07 Oct 26**:-

3.1. User Directorate: The Director (Air Acquisition), Indian Coast Guard Headquarters, National Stadium Complex, New Delhi – 110 001, Telephone No. + 91-11-23115354, Fax No. +91-11-23381681 and E-mail ID: dte-aa@indiancoastguard.gov.in).

Appendix- 'B'
(Refer to Para 6.1 of RFI
& Para 1 of Appendix A)

VENDOR INFORMATION PROFORMA

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) 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/ Agent (if any)**.

Name & Address: _____

Pin code:_____ Tel:_____ Fax:_____

Email:_____

5. **Financial Details**. Category of Industry (Large/ medium/ small Scale): _____

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
GeM			
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)**

9.1. 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)

9.2. Description (attach technical literature):

9.3. Whether OEM or Integrator:

9.4. Name and address of Foreign collaborator(if any):

9.5. Industrial License Number:

9.6. Indigenous component of the product:

9.6.1. Overall IC (In percentage):_____

9.6.2. IC for material / components/ software manufactured in India (In percentage):_____

9.7. Status (in service/ design& development stage):

9.8. Production capacity per annum:

9.9. Countries/agencies where equipment supplied earlier (give details of quantity supplied):

_____
_____

9.10. Estimated price of the equipment with breakdown of systems and sub-systems _____

9.11. Indigenously produced subsystems, Line Repair Units, software and critical spares of the product:_____
_____

9.12 Devices/ Line Repair Units for which Input/ Output Protocols are indigenously available for enabling replacement by indigenous equivalents or interfacing with equipment of own choice:_____
_____

9.13 Capability for carrying out comprehensive Maintenance, Repair & Overhaul, Calibration and obsolescence management of the equipment / platform / system along with associated jigs, fixtures & test setups during the designed service life of equipment within India:_____
_____

9.14 Availability of Test facilities in own premises or in the country of OEM to carry out certification tests_____

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 intimatedat the earliest.

*(**Authorised Signatory**)*

Appendix- 'C'
(Refer to Para 1 of
Appendix A of RFI)

REQUEST FOR INFORMATION: MEDIUM ALTITUDE LONG ENDURANCE (MALE) REMOTELY PILOTED AIRCRAFT (RPA)

Instructions for furnishing information: -

1. The vendor response should be filled in English only.

2. The following units should be used- Weight (kilogram), Altitude (feet), Temperature (^{o}C), Distance (nautical miles), Pressure (hPa), Length (meters)

3. Make and model of all equipment to be fitted for the project in the helicopter should be furnished in response column along with the information.

4. There are Seven sections viz. Introduction & Operational philosophy/ Proposed Employment of Equipment/ System/ Platform, Operational & Technical Parameters - Complete Remotely Piloted Aircraft (RPA) & Associated Equipment, Operational & Technical Parameters - Remotely Piloted Aircraft (RPA), Ground Control Station (GCS) of RPA, Datalink System of RPA, Payload & Sensors and Reliability, Maintenance, Product Support and Training Simulator requirements. Please provide specific response/ compliance details.

SECTION I

INTRODUCTION & OPERATIONAL PHILOSOPHY/ PROPOSED EMPLOYMENT OF EQUIPMENT/ SYSTEM/ PLATFORM

Definitions

1. **Operational Philosophy**. India is a Maritime Nation with a vast coastline of 11,098.81Kms, 4.68 Million Sq Km of Indian Search and Rescue Region (ISRR) and 2.01 Million Sq Km of Exclusive Economic Zone (EEZ) and there exists an immense responsibility of safeguarding Maritime Areas by undertaking effective surveillance. Indian Coast Guard being the Principal agency is entrusted to enforce Maritime Law & Order and has vast responsibility of undertaking Maritime Surveillance, SAR over Sea, Pollution Response, Security of off-shore installations etc. Hence, availability of latest Platforms with State of art technology will play a vital role in improving the efficacy of Aerial Surveillance of Maritime Area of Responsibilities.

2. In the past few years significant advancement has taken place in the field of Unmanned Aerial Systems (UAS) / Remotely Piloted Aircraft (RPA). Of these advancements, Medium Altitude Long Endurance (MALE) RPA holds immense Operational significance in the field of Aerial Surveillance of Maritime Area of Responsibilities, as they are equipped with state of the art sensors and also offers greater Range & Endurance. MALE RPA can also be a key enabler for future operations and has the potential of enhancing surveillance capability of ICG.

3. **System Description and Proposed Employment**. The MALE RPAs should be provided as a system. It consists of the following sub-systems:-

Sl No	Information Required	Response
3.1	Aerial Vehicle (AV) with associated equipment to meet Operational requirement	
Ground Control Station, Data Terminals (LOS & SATCOM) and associated equipment comprising of:-		
3.2	Flight & Mission Capabilities	
3.3	Intelligence Generation and System Exploitation	
3.4	Mission planning & monitoring System	
3.5	Wide Area Image Generation & Exploitation capability	
3.6	Voice communication requirement	
3.7	Ability to communicate with contacts in area through on-board VHF having Remote access through GCS.	
3.8	Storage and retrieval of mission data	
3.9	System Status and Monitoring	
3.10	Ability to broadcast pre-recorded weather warning messages whilst undertaking area patrol	

Ground support system to include:-		
3.11	Ground Support Equipment (GSE)	
3.12	Ground Handling Equipment (GHE)	
3.13	Tools & testers &Special Test Equipment (STE)	
3.14	ATOL (Automatic Taxi, Take-Off & Landing) system including Backup systems	
3.15	Power supply system	
3.16	Training simulator for operations Crew	
Data link system of RPAS to include:-		
3.17	Line Of Sight (LOS) data link system	
3.18	SATCOM Data link System (both mobile and permanent Satellite terminals) including Backup systems	
3.19	Remote Video Terminal (RVT) both man portable and vehicle mounted	
Payloads, sensor packages for day and night missions including situational awareness payloads as under:-		
3.20	Panoramic (Pano) camera	
3.21	Radar Warning Receiver (RWR)	
3.22	Communication Relay through Software Defined Radio	
3.23	Air Space Integration system such as IFF, TCAS, ADS-B, DRR and AIS	
3.24	Long Range Electro Optical Infra-Red Laser (EOIR L) payload	
3.25	Medium Range Electro Optical Infra-Red Laser (EOIR L) payload	
3.26	Synthetic Aperture Radar (Over Land Operations)	
3.27	Maritime Patrol Radar (MPR) (Maritime Operations)	
3.28	Inter and intra communication system	
3.29	Publications/Documentation	
3.30	RPAs Integration with Services specific network for sharing of data i.r.o all UAV & payloads	
3.31	Pollution Surveillance System with SLAR Antenna, IR/UV Cameras, Laser Flourosensor	
3.32	COMINT System	
3.33	Capability to carry Pods to detect HNS	
3.34	Capability to carry Gun Pod	
3.35	Range, depth and Scale of Transfer of Technology (ToT)	

SECTION II

OPERATIONAL & TECHNICAL PARAMETERS COMPLETE REMOTELY PILOTED AIRCRAFT (RPA) & ASSOCIATED EQUIPMENT

1. **Mission Capabilities/ Roles to be performed**. RPA shall be capable of long range surveillance with high endurance and loiter time over targets upto Medium Altitudes. RPA shall be capable of carrying out following roles:-

1.1. **Intelligence, Surveillance, Reconnaissance of Area of Interest (AOI)/ Point of Interest (POI).** The RPAs should be capable of carrying out day and night surveillance, reconnaissance of an area, axis or a point. The RPA with its sensors/payloads shall be able to detect, track, recognize and identify the targets and shall be capable for transmission of radar/ thermal/ CCD imagery pictures & real-time video of desired resolution and requirements as defined for each sensor system.

2. **Operating Environment**.

Sl No	Information Required	Response
2.1	Environmental Conditions	
2.2	Rain, Clouds and Clear Air Turbulence (CAT)	
2.3	Waterproofing	
2.4	Wind Limitation during Taxi, Launch and Recovery	
2.5	Humidity Limits	
2.6	RPAs Temp Limits	
2.7	Sand, Dust & Salt Fog	
2.8	Redundancy / Survivability	
2.9	Mechanical Shock & Vibration Levels limits	
2.10	Maximum Operating Altitude of Ground Equipment	
2.11	Operational Altitude of Payload	
2.12	Level of autonomy (Landing/Take off, Operations & Navigation)	

3. **Mobility & Transportation**. The RPAs and associated equipment shall be in a mobile configuration, ruggedized and modular construction.

4. **Safety and Security Requirement**.

Sl No	Information Required	Response
4.1	Safety and Security Capabilities	
4.2	Geo-Fencing Features	
4.3	Self Protection	
4.4	Anti Jamming & Anti Spoofing Capabilities	
4.5	EMI/EMC Requirement	
4.6	Operations in GPS denied environment, the option of	

	navigation through NAVIC	
4.7	Cyber security measures	
4.8	Configurable to User defined Datalink frequency	
4.9	*Built-in drone detection and counter drone capabilities*	

5. **Automatic Taxi, Takeoff and Landing (ATOL)**.

Sl No	Information Required	Response
5.1	Automatic backup system	
5.2	Redundant channel	
5.3	Accuracy	
5.4	Wind limitation during Taxi, Launch and Recovery through ATOL. Requirement of Runway with dimensions	
5.5	Ground segment	
5.6	Feasibility to undertake Remote ATOL with minimal operator intervention	

6. **Off Base Operations Capability**.

Sl No	Information Required	Response
6.1	Off Base Operations Capability using SATCOM Data link	
6.2	Off Base Operations Capability using LOS data link	

7. **Certification and Airworthiness Requirements**.

Sl No	Information Required	Response
7.1	The RPA and associated systems should be compliant to and certified for the applicable MIL standards of airworthiness for RPA systems as specified by CEMILAC, STANAG 4671 or equivalent recognised international certifying agency.	
7.2	The RPA shall be certified for airworthiness to undertake maritime operations and should comply with ICAO norms for operation in Military and Civilian controlled airspace. The RPAs shall be certified for airworthiness to fly in segregated and non-segregated airspace with both military and civil authorities.	
7.3	The RPA shall have the Sense & Avoid system or equivalent system for and shall be certified for operation in non-segregated airspace. The RPAS shall be capable of full airspace integration including meeting the Due Regard Requirement (DRR) in areas where air traffic control services are not available.	

8. **Interoperability**. RPA shall be inter operable amongst RPA operated by all three services (viz. IAF, IA and IN) as well as other RPAs of ICG in all aspects including payloads tailored to specific requirement of each service, if required.

SECTION III

OPERATIONAL & TECHNICAL PARAMETERS
REMOTELY PILOTED AICRAFT (RPA)

Sl No	Information Required	Response
1	Airframe	
2	Rate of climb/ Descent at Sea level	
3	Altitude Requirements	
4	Altitude and Mission Requirement	
5	Altitude and Endurance Requirement	
6	LOS Data link ranges for RPA Operation	
7	SATCOM Data link ranges for RPA Operation	
8	Airspeed	
9	Airfield Compatibility	
10	Panoramic Camera	
11	Flight & Mission Capabilities of RPS	
12	Take-off and Landing	
13	Manual Mode of Flight/ Knob Mode	
14	Programmed Flights	
15	Avionic System	
16	Redundancy and Safety Features	
17	Navigation and Positioning Sensors	
18	Lost Link Behaviour	
19	Navigation	
20	Propulsion and Power Generation Requirements	
21	Fuel Management System	
22	Electric power Requirement of RPA	
23	Pollution Surveillance System	
24	Transferring of plots, images and video to ROC/ ROS through chain of statics sensors and also to ship in area in beyond Visual Range (BVR) mode.	
25	Maximum payloads and endurance and limits with different payloads	
26	Specification & operational limits of payloads	
27	Target/ contact designation to ships/ shore units via Data link	
28	Interoperability systems with other services	
29	Feasibility of controlling/ operation through stand-off location/ mobile platforms (ships)	
30	Feasibility to undertake Runway mapping	
31	*Life cycle cost based on exploitation hrs to be specified*	

SECTION IV

OPERATIONAL & TECHNICAL PARAMETERS
GROUND CONTORL STATION (GCS) OF RPA

Sl No	Information Required	Response
1	General Requirement	
2	Safety and Security Requirement	
3	Flight & Mission Capabilities of GCS	
4	Mission Planning and Monitoring Functions	
5	Intelligence Generation and System Exploitation	
6	Wide Area Image Generation & Exploitation Capability	
7	Handover/ Takeover of RPA Control	
8	Voice Communication Requirement of RPAS	
9	Storage and Retrieval of Mission Data	
10	System Status and Monitoring	
11	Integration with Service's Network	

OPERATIONAL & TECHNICAL PARAMETERS
DATALINK SYSTEM OF RPAS

Sl No	Information Required	Response
1	Line of Sight (LOS) Data Link	
2	High Data Rate (HDR) SATCOM Data Link	
3	Mobile Ground Satellite Terminal (MGST)	
4	Permanent Ground Satellite Terminal (PGST)	
5	SATCOM Backup. It may be clarified whether it is a complete additional SATCOM link having Air and Ground Segment or only additional Ground segment.	

SECTION VI

OPERATIONAL & TECHNICAL PARAMETERS
PAYLOAD & SENSORS

1. **General requirements for RPA i.r.o Payload & Sensors.**

Sl No	Information Required	Response
1.1	Panoramic (Pano) Camera	
1.2	Radar Warning Receiver (RWR)	
1.3	Communication Relay	
1.4	Operational and Functional Capabilities	
1.5	Tech Specification	
1.6	Identification Friend or Foe (IFF)	
1.7	Traffic Collision Avoidance System (TCAS)	
1.8	Automatic Dependent Surveillance Broadcast (ADSB) (IN & OUT)	
1.9	Search & rescue (SAR), HADR and Air Logistics requirements	
1.10	Long Range Electro Optical Infra-Red Laser (EOIR L) Payload	
1.11	Auto TV Tracker	
1.12	EOIR sensor Range Performance	
1.13	Laser Range Finder	
1.14	Capability to deploy Light Air Droppable Life Raft	

2. **Medium Range Electro Optical Infra-Red Laser (EOIR L).**

Sl No	Information Required	Response
2.1	Operations and Functional Capabilities	
2.2	Auto TV Tracker	
2.3	EOIR Sensor range performance	
2.4	Laser Range Finder	

3. **Synthetic Aperture Radar and Maritime Patrol Radar**

3.1	Synthetic Aperture Radar (Over Land Operations)	
3.2	SPOT Mode Characteristics	
3.3	Strip Mode Characteristics	
3.4	SAR Imaging Location Accuracy (Ground Resolvable Distance)	
3.5	GMTI Mode Characteristics	
3.6	Maritime Patrol Radar (MPR) – (Maritime Operations)	

4. **Automatic Identification System (AIS).**

Sl No	Information Required	Response
4.1	Purpose	
4.2	Regulations/ Standards	
4.3	Functionality	
4.4	Capabilities	
4.5	Technical Characteristics	
4.6	Power Supplies	
4.7	Information - Static - Dynamic - Voyage related	
4.8	Information Update Rates for Autonomous Mode - Static information - Dynamic Information - Voyage related Information - Safety	
4.9	Ship Reporting Capacity	
4.10	Security	
4.11	Permissible Initialization Period	
4.12	Interfaces	
4.13	Durability and Resistance to Environment Conditions	
4.14	Induced Environment	

5. **The Performance of the RPA with additional payloads**. The performance of the RPA with additional payloads like TCAS, ADS-B, Maritime Patrol Radar (MPR) and Pollution Surveillance System (PSS) etc. to be provided in detail.

SECTION VII

RELIABILITY, MAINTENANCE, PRODUCT SUPPORT AND TRAINING SIMULATOR REQUIREMENTS

1. **Maintenance Requirements.**

1.1 **Modular Design.** The RPA and associated systems shall be e*asy to maintain, less maintenance intensive, with higher MTBF,* modular in construction for ease of repair and maintenance and to allow up-gradation and minimum modification. RPA system should have, minimum maintenance requirements and maintenance schedule should be simple and user friendly. The maintenance equipment and maintenance procedure of the RPA should facilitate quick detection of cause of failure and replacement of faulty elements.

2. RPAs shall have following features and capabilities:-

Sl No	Information Required	Response
2.1	Advanced Diagnostics (early Failure Defect)	
2.2	Administrative Access & Log for Maintenance Activities	
2.3	Preventive Maintenance	
2.4	Built in Test Facilities	
2.5	Preventive Maintenance Services Schedule (PMSS)	
2.6	Mean Time Between Failure (MTBF)	
2.7	Turn Around Time (TAT)	
2.8	Electric Power for RPAS Operation	
2.9	Service Life	
2.10	Product Support	
2.11	Open Architecture	
2.12	Serviceability/ Failure Upgradability	
2.13	Training on Operations and maintenance aspects / Training Simulator	
2.14	PBL/CMC (05 yrs period) clause, beyond warranty period	
2.15	MRLS, including POL, to be listed	
2.16	List of GSE, Tools and Tester	
2.17	Scope and responsibility for ‘O’, ‘I’ and ‘D’ level maintenance. Also, man hour required for various servicing under the ambit of operating unit are also required	
2.18	The MRO facility needs to be available in India for major maintenance activities	

Appendix- 'D'
(Refer to Para 9 of RFI)

GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/ PREQUALIFICATION IN 'BUY (INDIAN-IDDM)' 'BUY (INDIAN)' AND 'BUY & MAKE (INDIAN)' CASES
(Refer Annexure IV to Appendix 'A' of Chapter II of DAP 2020)

1. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDM), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. Paragraph 2 deals with the parameters that may be considered for short-listing of vendors, whereas Paragraph 3 amplifies the process for applying selected parameters to the process of Vendor Short listing.

2. **Parameters**.

(a) **General Parameters**.

(i) Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.

(ii) Business dealing with applicant Entity or any of its allied entities should not have been suspended or banned, by MoD/ SHQ or any Government Department or organization (as defined in Guidelines for Penalties in Business Dealings with Entities issued vide Ministry of Defence, D(Vigilance) MoD ID No 31013/I/2006-D(Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

(iii) "Entities" will include companies, with whom the Ministry of Defence has entered into, or intends to enter into, or could enter into contracts or agreements.

(iv) "Applicant entity" may be a company, subsidiary, an associate company (as defined in the Companies Act, 2013), a consortium or a Joint Venture (JV).

(b) **Technical Parameters**.

(i) Vendor shall be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in cases where the OEM participates only through its authorised Vendors.

(ii) Minimum **two years** experience in **broad areas like manufacturing/ electronics/ explosives etc. as applicable in the instant procurement case**. If not, then cumulative experience of **at least three years in above areas**, resulting in gaining of competence for manufacturing the proposed product. (In case the SHQ feels that for a particular equipment a lesser experience could be accepted, then the same should be got approved by the competent authority before including the same in the RFP).

(iii) Where product involves integration, previous experience **of not less than one year/ one project** in integration of systems/ equipment shall be required.

(iv) **Turnkey Projects**. Experience of successful completion of one Turnkey project of similar nature within last five years with value of at least 20% of AoN cost or currently executing a contract of similar nature with value of at least 30% of the AoN cost. In case of no experience in Turnkey projects, the vendor for main component of the Turnkey project may be selected if it has experience as per paragraph 2 (b) (ii) above and experience of installation or integration of similar equipment/system or system of systems.

(v) **ICT Cases**.

(aa) Certification to be included if linked to scope of work – Gartner Quadrant/ISO9001/CMMi3 or more (specifying development/service/ acquisition models)/ ISO27001. For Information Security and large value projects preferably CMMI5 may be specified.

(ab) Compliance with IEEE/ ITU standards depending upon nature/ type of project or solution required.

(c) **Financial Parameters**.

(i) **Average Annual Turnover**. Minimum average annual turnover for last three financial years, ending 31st March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 30% of estimated cost of the Make portion.

(ii) **Net Worth**. Net worth of entities, ending 31st March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 5% of estimated cost of the Make portion. For orders above ₹ 5000 crores, the Networth of group companies can be considered on production of suitable documentary assurance.

(iii) **Insolvency**. The entity should not be under insolvency resolution as per Indian Bankruptcy Code at any stage of procurement process from the issuing of RFP to the signing of contract.

(iv) **Credit Rating (Desirable Financial Parameter)**. Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as CCR-BBB or better and SME-04 or better for SMEs issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

Note 1: All the above Financial Parameters, except Paragraph 2(c)(iii) above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is Rs 150 crores and below. However, Net worth of entities should not be negative. 1 For recognized Startups / registered MSMEs, refer Para 5 and 5A of this Annexure.

Note 2: The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crores so as to keep the estimated cost of procurement confidential).

(d) **Other Parameters**.

(i) **Industrial License (IL)**. Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of FET. (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).

(ii) **Registration**. Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.

(iii) **Maintenance, Repair & Overhaul**. Vendors should be capable of carrying out comprehensive Maintenance, Repair & Overhaul, calibration and obsolescence management of the equipment / platform / system indigenously, along with associated jigs, fixtures and test setups, during the designed service life of the equipment.

(iv) **Input / Output Protocols**. Vendors should be able to provide indigenously, the Input / Output Protocols of devices / Line Repair Units envisaged to be replaced by indigenous equivalents or interfaced with equipment of own choice.

3. **Stipulations for Applying Parameters**.

(a) Areas like manufacturing/ electronics/ explosives etc. referred to at Paragraph 2(b)(ii) should be defined in each case of procurement.

(b) In case the Applicant Entity is unable to meet the Financial Parameters by itself, it may rely on its Holding Company (as defined in the Companies Act, 2013 and amendments thereof) ("Companies Act") for fulfilment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfilment of ALL the Financial Parameters.

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1 Amendment issued vide MoD ID No 1(8)/D(Acq)/21 dated 18.03.2024.
2 Amendment issued vide MoD ID No 1(8)/D(Acq)/21 dated 18.03.2024.
3 Amendment issued vide MoD ID No 1(8)/D(Acq)/21 dated 18.03.2024.

(c) In case the Applicant Entity is unable to meet one or more of the Technical Parameters by itself, it may rely on a Group Company (ies) for fulfilment of the Technical Parameters. A Group Company in relation to the Applicant Entity may be:-

(i) A company of which the Applicant Entity it is an Associate Company. Such company should have ownership, directly or indirectly, of at least 26% of the voting shares of the Applicant Entity.

(ii) A company which is an Associate Company of the Applicant Entity. The Applicant Entity should have ownership directly or indirectly, of at least 26% of the voting shares of such Associate Company.

(iii) A Company with whom the Applicant Entity is commonly owned, directly or indirectly, for at least 26% of the voting shares by another company. For example: An Applicant Company A is an Associate Company of Company B, in which B holds at least 26%. Further, C is also an Associate

Company of B, in which B holds at least 26%. In this case the Applicant Company may use the credentials of C as well.

(iv) The Holding Company and Subsidiary Companies (as defined under the Companies Act) of the Applicant Entity.

(d) The Applicant entity may be a single entity or a group of entities (the "Consortium"), coming together to implement the project. In such case:-

(i) The credentials of only those members or their related entities may be counted, who have at least 26% equity stake in the Consortium.

(ii) Each Consortium should have a designated **Lead Member**.

(iii) For Technical Parameters, **any of the Consortium members or their Group Companies** may meet the criteria.

(iv) For Financial Parameters; the Turnover and Net Worth of the Consortium Member shall be reckoned **proportionate to Consortium Member's equity stake** in the Consortium, and each Consortium member should meet the other criteria pertaining to Insolvency and Credit Rating. In case the Consortium Member relies on its Holding Company for any one of the above-mentioned Financial Parameters, then reliance must be placed on the Holding Company for meeting **all the financial Parameters**.

(e) Vendors should provide all necessary self-authenticated documentation in support of their achievement of criteria. Such documentation should inter-alia include:-

(i) Details of projects/ supply orders successfully executed in the last two years.

(ii) Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.

(iii) Details of shareholders, promoters, associated, allied and JV companies.

(iv) Details of vigilance action, viz. ongoing investigation and suspension/ debarment/ blacklisting actions against the applicant entity or any of its allied entities, parent company or consortium and JV partners, if any by any Department/agency of Central Government.

(v) A certificate from CA/CS indicating the financial parameters for the last three years as per Paragraph 2(c).

(**Note**: If a vendor is already a supplier to MoD and/ or has already provided the above documents in such cases, it should be necessary for the vendor to resubmit only such documentations as is necessary to update the above).

(f) Any vendor furnishing false information will be liable for action as per existing guidelines.

(g) Based on these generic parameters, more specific criteria should be evolved by the SHQ with regard to Technical and Financial parameters {Paras 2(b) and 2(c) above} in each procurement case depending upon requirements peculiar to each case keeping in view the overall need to ensure wider vendor participation. The specific criteria evolved by the SHQ for each case, as per these guidelines, may be got approved by the competent authority before including the same in the RFPs.

5. **Start Ups/ MSMEs**. Start ups would be defined as per G.S.R. 127 (E) dated 19 Feb 2019 (as amended from time to time). For procurement cases where the estimated cost is [1] ~~not exceeding Rs100 crores/ year based on delivery schedule at the time of seeking AoN or Rs150 crores, whichever is higher,~~ upto Rs 300 crores, to encourage the Start Ups/ MSMEs and build Industrial ecosystem, the recognized Start Ups/ MSMEs in the relevant fields may be considered for issue of RFP without any stipulation of Financial parameters, except Paragraph 2(c)(iii) above (Insolvency) and with General and Technical parameters to be decided on case to case basis. The same waiver will also be applicable for cases where estimated cost is between Rs 300 to 500 crores, however on case to case basis where adequate justification exists, subject to approval by the DPB. Guidelines that SHQ will consider to propose relaxation for such an approval are given at Para 5A below.
(Note: Start Ups should not be confused with New entrants who may be high/ mid-sized groups having financial support and manufacturing experiences and now venturing into Defence Production).

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[1] Amendment issued vide MoD ID No 1(8)/D(Acq)/21 dated 18.03.2024.

[1]5A. Guidelines to Seek Relaxation of Financial Parameters for Cases where Estimated Cost is Between Rs 300 to Rs 500 Crores. Based on RFI inputs, if it appears that participating Startups/ MSMEs have substantive technical capabilities though they may lack financial credentials, SHQ may propose relaxation in financial criteria for vendor selection based on assessment whether Startups/ MSME(s) should be granted waiver for financial qualification criteria (excluding insolvency) in the project. The SHQ may ascertain that the MSMEs/ Startups have adequate infrastructure, technical manpower and capability to undertake the instant procurement case, meet delivery timelines and provide quality control throughout the supply and product support period. After carefully considering certain conditions given below, the SHQ will proceed to seek approval of DPB for the waiver through the Statement of Case for accord of AoN. The aforesaid conditions are given as under :-

(a) Technology/ Product/ Equipment/ Platform has been designed and developed by Startups/ MSME and is for primary use in Defence Sector or is of high interest/ benefit to the Defence Sector.

(b) Startup/ MSME has successfully developed prototype through Make/ iDEX/ TDF route or has been selected as DcPP/ PA by DRDO for the same/ similar product.