

**INVITATION FOR EXPRESSION OF INTEREST FROM OEMS/ VENDORS**  
**FOR IDENTIFICATION OF SUITABLE SOFTWARE AND SHORT LISTING OF**  
**VENDORS FOR PROCUREMENT MARITIME ANALYTICAL APPLICATION**

**Reference No: CGHQ/IT/3013/MAA dated 21 Dec 2018.**

1. **Introduction.** Indian Coast Guard Headquarters, National Stadium Complex, New Delhi intends to procure an application having capability to provide various maritime security analysis.

(a) **Requirements (General)**

- (i) Application should be capable of providing maritime security analysis as required by ICG.
- (ii) The system should have user-friendly features with advance search capability commensurate to responsibilities of ICG.
- (iii) The software should have legitimate access to various databases related to maritime affairs to provide accurate analysis information.

2. **Invitation for Expression of Interest**

(a) Expression of Interest (EOI) is invited from reputed OEM/ Vendors having proven professional capabilities in maritime security analytical field.

(b) All applications are to be submitted in the specified format as placed at **Annexure-A** with additional information if any. Such an organisation is hereinafter referred to as "Applicant". Once the applications are received, they will be screened to prepare a shortlist of applicants who may be invited to participate in subsequent stages of selection.

3. **Scope of proposal.** The reputed OEM/ vendors representing OEM of MAA having minimum of 02 proven deployments are required to sign "Non-Disclosure Agreement", Document charges of Rs.500 on DD/Bankers Cheque and collect the expected scope of Maritime Analytical Application on or before 02 Jan 2019 at the address as mention below:-

The Director General  
{for Director (IT)}  
Directorate of Information Technology  
Coast Guard Headquarters  
National Stadium Complex  
New Delhi – 110 001

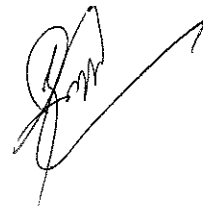


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4. **Pre-Bid Conference.** The pre-bid will be conducted at Directorate of IT, CGHQ New Delhi on 27 Dec 2018.

5. **Pre-Qualification Criteria** Vendor/ OEM should meet following minimum criteria and should submit required supporting documents:-

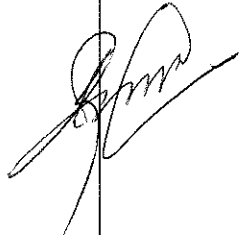
- (a) The applicant may be an OEM/ vendor representing an OEM product, a joint venture or a consortium. In case of joint venture or a consortium, the applicant must submit a document signed by all the members of the participating organizations stating the name of the lead member along with notarised copy of proof of consortium.
- (b) The applicant must be a profit making organization with a gross annual turnover of at least Rs. 500 lakhs per year for the last three years at least. In case of a joint venture or a consortium, the lead member alone will have to meet this condition.
- (c) The applicant must be registered in India as required by law with minimum five years of continuous operation up to the date of publication of this EOI.
- (d) Income Tax Returns of the last three years duly certified by a Chartered Accountant with the confirmation that the turnover of Rs. 500 lakhs.
- (e) The application being proposed / offered by the Applicant should in use with minimum two Govt. Maritime Security agencies / organisations (Globally)
- (f) The Applicants Software should have legitimate access to various databases related to maritime affairs to provide accurate analysis information as required by ICG. OEM Software should have legitimate access for minimum of 04 different type of databases required for maritime analysis
- (g) The applicant shall be ineligible to submit a proposal, if the organization or in case of a consortium or joint venture, any of its constituents has been barred or blacklisted by any Central and / or State Government in India. A self-certification in this regard is to be submitted as per the Format placed at "**Annexure- B**".
- (h) The applicant, should not have, during the last five years, either failed to perform on any agreement, or been expelled from any project or agreement or have any agreement terminated for breach by the applicant. . A self-certification in this regard is to be submitted as per the Format placed at "**Annexure- C**".
- (j) In case the application is made by/on behalf of a consortium/joint venture, details of the work carried out by the consortium/JV, works carried out by the lead member and works carried out by the members respectively shall be clearly mentioned in the application.
- (k) Persons who are individually or institutionally, in any manner, involved with the selection/screening process of the EOI, and employees of ICG are ineligible for applying.



Contd..3/-

6. **Application: Documents and Procedures**

- (a) The applicant shall bear all costs related to the preparation and submission of this EOI. Directorate of IT, CGHQ shall in no case will be liable or responsible for these costs regardless of the conduct and outcome of the selection process.
- (b) The Applicant shall bring all the Hardware / Software required to provide demonstration of Software that is being offered by them to the selection committee. No cost / honorarium will be paid by ICG.
- (c) The document formally asking for a Request for Proposal (RFP) shall be issued later by Directorate of IT, Coast Guard Headquarters, New Delhi to the shortlisted applicants. The contents of the RFP shall take precedence over the brief requirements stated in this document or elsewhere.
- (d) Proposals received will not be acknowledged. However, the applicants shall be informed about the status of their proposal once the shortlisting completed. No separate correspondence shall be entertained in this respect.
- (e) Incorrect, incomplete, inadequate information, inadequacy of Software and in inadequate demonstration of software in the prescribed day may lead to rejection of the applications. Canvassing in any form may lead to summary rejection of application.
- (f) Applicants shall submit attested copies of work order, agreements, references, authorisation letters, etc. as proof of eligibility. Vendor representing a particular OEM should submit due authorisation letter/ partnership letter from OEM.
- (g) All documents and other information provided by Directorate of IT for the EOI shall continue to remain a property of Directorate of IT/ CGHQ. All information and documents submitted as part of the EOI application shall become a property of Directorate of IT/ CGHQ.
- (h) Directorate of IT / CGHQ reserves the right to reject any or all applications without assigning any reason. Directorate of IT/ CGHQ also will not provide any explanation to the applications related to the shortlisting and selection process. The decision of Directorate of IT / CGHQ in this respect shall be final and binding on all applicants.
- (j) Applicants may submit their applications with all relevant enclosures in the prescribed format through Central Public Procurement Portal clearly marked ("Expression of Interest for Procurement Maritime Analytical Application"), on or before 02 Jan 2019. No manual submission of Proposal will be accepted.
- (k) Queries related to this document may be sent to [vprotect@indiancoastguard.nic.in](mailto:vprotect@indiancoastguard.nic.in) Any queries received after the date of Pre-Bid will not be entertained. Post Pre-Bid, the clarifications, if any will be intimated through CPPP / ICG 's Official website [www.indiancoastguard.gov.in](http://www.indiancoastguard.gov.in).

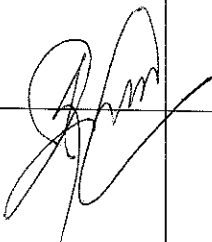


7. **Earnest Money Deposit.** Applicants are required to submit Earnest Money Deposit (EMD) for amount of Rs. 30,00,000.00 (Rupees Thirty Lakhs only) in favour of "CDA (IN/CG) , New Delhi". The EMD may be submitted "Manually" on or before the opening of Bid in the form of an Account Payee Demand Draft, Fixed Deposit Receipt, Banker's Cheque or Bank Guarantee from any of the public sector banks or a private sector bank authorised to conduct government business as per Form DPM-16. EMD is to remain valid for a period of forty-five days. The Bid Security of the successful bidder would be returned, without any interest whatsoever, after the receipt of performance security from them. EMD is not required to be submitted by those bidders who are registered with Central Purchase Organisation (e.g. DGS&D), National Small Industries Corporation (NSIC/ MSME) or any Department of MoD or MoD itself. Hard copy of original instruments in respect of cost of earnest money be delivered to the Director General, Coast Guard Headquarters, National Stadium Complex, New Delhi – 110 001 on or before bid opening date/time as mentioned ibid.

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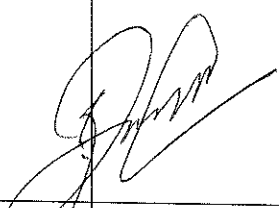
**GENERAL DETAILS OF THE VENDOR/ OEM****Part-I for Vendor Details**

<b>Details of the Organization</b>				
Name of organization				
Nature of the legal status in India				
Legal status reference details				
Nature of business in India				
Date of Incorporation				
Date of Commencement of Business				
Address of the Headquarters				
Address of the Registered Office in India				
Other Relevant Information				
<b>Financial Information</b>				
		FY 2015- 16	FY 2016- 17	FY 2017- 18
Revenue (in INR Lakhs)				
Profit Before Tax (in INR Lakhs)				
Revenue from IT services and system integration services (in INR Lakhs)				
Other Relevant Information				
<b><u>Mandatory Supporting Documents:</u></b>				
(a) Auditor Certified financial statements for the Last three financial years; 2015-16, 2016-17, 2017-18 (Please include only the sections on P&L, revenue and the assets, not the entire balance sheet.)				
(b) Unaudited financial statements certified by the Company auditor for the latest year (2017--18)				



**Part-II for Software OEM Details**

<b>Details of the Organization</b>				
Name of OEM				
Corporate Head Office Details				
Country of origin for Software				
Legal status in India, Any product restriction applicable for India				
Details of different type of databases being used by the software for analysis				
Details of Govt. stack in the product/ OEM				
Date of Incorporation				
Date of Commencement of Business				
Address of the Registered Office in India, if applicable				
List of Maritime Security organisation using the software being proposed. Attach reference documents.				
Other Relevant Information				
<b>Financial Information</b>				
		FY 2015- 16	FY 2016- 17	FY 2017- 18
Revenue (in USD)				
Profit Before Tax (in USD)				
Revenue from IT services and system integration services (in USD)				
Other Relevant Information				
<b>Mandatory Supporting Documents:</b>				
(a) Auditor Certified financial statements for the Last three financial years; 2015-16, 2016-17, 2017-18 (Please include only the sections on P&L, revenue and the assets, not the entire balance sheet.)				
(b) Unaudited financial statements certified by the Company auditor for the latest year (2017--18)				



**Annexure-'B'**

**Self-Certification in respect blacklisting by Government of India**

1. I hereby certify that my organisation namely \_\_\_\_\_ has not been barred or blacklisted by any Central and / or State Government in India.
2. This certificate has been issued for the purpose of EoI published by Indian Coast Guard (Ref: CGHQ /IT/3013/MAA dated 21 Dec 2018).

Signature & Seal

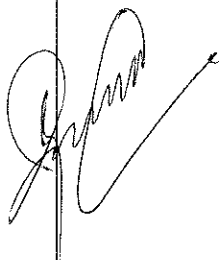
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**CERTIFICATE**

1. I hereby certify that my organisation namely \_\_\_\_\_ has not been either failed to perform on any agreement, or been expelled from any project or agreement or have any agreement terminated for breach.

2. This certificate has been issued for the purpose of EoI published by Indian Coast Guard (Ref: CGHQ/IT/3013/MAA dated 21 Dec 2018).

Signature

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