

Standard Operating
Procedure(SOP)
for consideration of ‘Suo Moto’
proposals under ‘Make-II’
subcategory of Capital Acquisition

Sub: Standard Operating Procedure(SOP) for consideration of 'suo- moto' proposals under 'Make-II' sub/category of Capital Acquisition

Ref: Chapter III-A of DPP 2016 on 'Procedure for 'Make-II' Sub-Category of 'Make' Procedure'

1. Introduction:

1.1 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. A new sub-category 'Make-II (Industry Funded)' was introduced under this procedure with primarily focus upon development of equipment/system/platform or their upgrades or their sub-systems/sub-assembly/assemblies/components with focus on import substitution. In this subcategory, no Government funding is envisaged for prototype development purposes but there is an assurance of orders on successful development and trials of the prototype. However, there was no separate, exclusive procedure outlined for 'Make-II' sub-category. Therefore a simplified procedure for 'MAKE-II' sub-category was approved in Jan 2018 and promulgated as Chapter-III-A of DPP-2016.

1.2 **Para 10 of the 'Make-II' procedure** envisages to consider the proposals suggested by Industry or individual also, for enlisting as potential 'Make-II' projects.

1.3 A need was therefore felt to lay down an SoP to process such suo-moto proposals received from industry or individual.

1.4 Based on the consultations with the stakeholders, following procedure has been evolved to process the proposals received from industry or individual by MoD/DDP/SHQs.

2. Procedure:

2.1 Following steps shall be taken on receipt of "suo-moto" proposal from individual or industry for consideration under the 'Make-II' sub-category.

- i. The proposal from industry or individual can be received by the Nodal officer at SHQs through post/fax/email. Proposals received by DDP/DoD shall be in turn forwarded to the concerned Nodal officer(s) at SHQ. The format for receiving such proposals is placed at '**Annexure - A**'.
- ii. The applicant will be given acknowledgement by the Nodal Officer of the concerned SHQ towards receipt of their suo-moto proposal within 3 days.
- iii. The proposal shall be examined by Make-PMU of the concerned SHQ to establish the prima facie 'Need' based on factors such as operational

requirement, innovativeness of the solution, the present status of technology being offered, similar procurement proposals underway, if any, through other category/route etc.

- iv. SHQ can hold interactions with the applicant and other stakeholders, if required during this process.
- v. Once the need is established, a brief SoC shall be prepared by the concerned SHQ, and same shall be circulated and placed before the collegiate to accord of 'AIP', maximum within four (4) weeks from the receipt of the proposal.
- vi. In case, it is found that proposal is not suitable for being taken up under the 'Make-II', the applicant should be informed. In cases where the proposal has been forwarded by DDP/DoD, a copy of the response to be sent to them as well
- vii. Once 'AIP' has been accorded, the procedure as outlined from para 12 onwards of the 'Make-II' procedure, shall be followed to further advance the proposal.

**FORMAT FOR SUBMITTING SUO MOTO PROPOSAL FOR CONSIDERATION UNDER
MAKE-II SUB-CATEGORY**

Part- I : General Information

1. **Name of the Vendor/Company/Firm/Individual.**

2. **Contact Details.**

City: _____ State: _____
Pin Code: _____ Tele: _____
Fax: _____ URL/Web Site: _____
Email: _____ Mobile: _____

3. **Local Branch/Liaison Office in Delhi (if any).**

Name & Address: _____

Pin code: _____ Tel: _____ Fax: _____
Email: _____ Mobile: _____

4. **Type of the Applicant (Company/Partnership firm/ Individual etc)**

5. **Company profile (Not more than 500 words)**

6. **Certification by Quality Assurance Organisation.**

| Name of Agency | Certification | Applicable from (Date & Year) | Valid till (Date & Year) |
|----------------|---------------|-----------------------------------|-----------------------------|
| | | | |

7. **Membership of FICCI/ASSOCHAM/CII or other Industrial Associations.**

Name of Organisation

Membership Number

8. **Any other relevant information:**

Part- II : Details of the proposed product/

| Sr No | Subject |
|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Name of the product: |
| 2. | Brief Description of the product including its functions/applications |
| 3. | Intended End User: Army/Navy/Air Force/ Para Military. |
| 4. | Preliminary specification of Material, Dimensions/ Weight etc |
| 5. | Image of the product, if already developed (may be attached as Annexure) |
| 6. | Tentative cost of the equipment/ system |
| 7. | Proposed timelines for development of prototype, and if successful, production and delivery timelines |
| 8. | Proposed methodology for evaluation |
| 9. | Details of inspection agency/ Accredited Lab likely to be involved |
| 10. | Approximate Indigenous Content |
| 11. | Equipment/ System life |
| 12. | Whether proposed equipment/system being offered is an upgrade/ Innovation? If yes , Please elaborate. |
| 13. | Is any other similar product available with world market? If Yes, a brief comparison of capability/ performance/ Cost etc may be furnished |
| 14. | Any patents existing |
| 15. | If product is yet to be developed, please indicate the following in detail:- (i) Assistance required from end user, if any. (ii) Time frames envisaged |

Note: The firm/individual may attach Video/ images etc of the proposed product separately.

Declaration. It is certified that the above information is true .

Date:

(Authorised Signatory)