

**INVITATION FOR EXPRESSION OF INTEREST (EoI) FOR
PROCUREMENT OF UPGRADED ASSAULT TRACK WAY FOR INDIAN ARMY**

References : DPP 2016.

Appendices :

Appendix A : Chapter III - A : Procedure for 'Make-II' Sub - category of 'Make'
Procedure promulgated by Ministry of Defence/ Department of
Defence Production.

Appendix B : Preliminary Service Qualitative Requirements for Upgraded Assault
Track Way.

Appendix C : Commercial Evaluation Criteria.

Appendix D : Technical Evaluation Criteria.

Appendix E : Information Proforma.

Appendix F : Confidentiality Agreement.

Appendix G : Correctness Certificate.

Annexures :

Annexure I to Appendix D : Technical Evaluation Compliance Matrix.

Introduction

1. Assault Track Ways are required to be laid for movement of vehicle columns in underdeveloped/ desert terrain. The Upgraded Assault Track Way being conceived will be based on light weight material with suitable colour/ finish to blend with the terrain. The track material will be easy to handle for manual laying and recovery.

Objective

2. The objective of this invitation of Expression of Interest (Eoi) is to seek responses from eligible Indian Vendors for development of prototype and further procurement of the Upgraded Assault Track Way.

Layout

3. The Eoi has been covered under the following parts:-

- (a) Part I : General Information.
- (b) Part II : Scope of Project.
- (c) Part III : Evaluation Criteria.
- (d) Part IV : Procedure for Submission of Response to the Eoi.
- (e) Part V : Miscellaneous.

4. The nodal officer for this project for all queries/ clarifications/ coordination will be Secretary, Project Facilitation Team, Upgraded Assault Track Way Project. Address and contact details of the nodal officer are given at Paragraph 30 of the Eoi.

PART I : GENERAL INFORMATION

5. **Categorisation.** The project is categorised as under:-

- (a) **Prototype Development Phase.** 'Make-II (Industry Funded)' as per Make-II Procedure.
- (b) **Procurement Phase.** 'Buy (Indian - IDDM)' as per DPP 2016.

6. **Quantities.** The quantities sought for the project are:-
- (a) **Prototype Development Phase.** 200 metres of Prototype (two treadways of 200 metres each) to be developed by the shortlisted DA(s).
- (b) **Procurement Phase.** 100 Km of Upgraded Assault Track Way (two treadways of 100 Km each).
7. A copy of the Make-II Procedure promulgated by Department of Defence Production is attached at **Appendix A** for reference. The document is also available on the MoD website at the link <http://www.makeinindiadefence.gov.in/Make%20-II%20Procedure.pdf>.
8. **Appreciated Timelines.** Tentative timelines for the project are as given at **Annexure-II** of the Make-II Procedure.

PART II : SCOPE OF THE PROJECT

Existing In-Service Assault Track Way

9. The existing operational tracks are made by using an Assault Track Way made of aluminium alloy based sectionised track way expedients in roll form. It consists of two tread ways in form of rolls. Successive tread ways are joined together with the help of connectors. The gap between tread ways is maintained by tie-bars and the tread ways are anchored to the ground by means of spikes. The existing equipment has shortcomings such as heavy weight, difficult handling, large requirement of transport and difficulties in camouflaging due to its metallic finish.

10. The existing In-Service Assault Track Way will be displayed at a suitable location and instructions for the same will be issued later. Desirous EoI respondents may inspect the same. Necessary coordination may be carried out by EoI respondents with Secretary, Project Facilitation Team.

Upgraded Assault Track Way

11. Advancement in material science technology presents an opportunity to upgrade the existing aluminium alloy based track material being used by the Army to a more light weight material with enhanced capabilities.

12. Preliminary Service Qualitative Requirements (PSQR) of the Proposed System.

PSQR of the Upgraded Assault Track Way is attached as **Appendix 'B'**. The equipment is expected to be realised in the form of rolls of length approximately 25 metres and width approximately 1 metre made from rust resistant light weight material. The track material is expected to weigh less than 250 Kilograms per roll and should be capable of sustaining movement of 6x2 trucks (civil hired transport) with minimum gross vehicle weight of 25000 Kg, in fully laden condition. The track material designed will be modular in nature and rolls/ sections would be easily joined to extend the track length. Similarly, sections would be disassembled easily to create smaller lengths increasing the flexibility of employment, as also enable in situ replacement of damaged sections.

Milestones

13. Stages of the development and procurement process are given at Paragraph 9 of the Make-II Procedure attached at Appendix A.

14. Major activities in the procurement process will be as given below:-

<u>Serial No</u>	<u>Activity</u>	<u>Remarks</u>
(a)	Pre Eol Response Meeting	3 Weeks (tentative) after the issue of Eol to clarify the issues/ queries raised by participating firms to facilitate submission of Eol response.
(b)	Evaluation of Eol Responses	By PFT.
(c)	Issue of Project Sanction Order for Development of Prototype	To shortlisted Development Agencies (DAs) meeting evaluation criteria.
(d)	User Trial Readiness Review	<ul style="list-style-type: none"> To confirm completion of design & development of prototypes as per PSQR prior to commencement of User Trials. More than one review may be conducted, as required. Dates will be promulgated by the PFT as per progress of the project.
(e)	Solicitation of Commercial Offers	Commercial RFP will be issued for submission of Commercial Offers prior to commencement of User Trials.
(f)	Conduct of User Trials and GS Evaluation	-

Development of Prototype and Trials

15. The composition of light weight material and design of the Assault Track Way to meet the PSQR will be decided by respective DAs. Any clarification related to functional or operational aspects of the equipment under development as sought by the DAs will be provided by the Project Facilitation Team (PFT).

16. After the prototype has been developed as per PSQR given at **Appendix 'B'**, the PFT would carry out User Trial Readiness Review of the prototype(s) and freezing of Technical Specifications before conduct of User Trials. Evaluation of the equipment will be carried out during the User Trials to validate the performance of the equipment against the Final Technical Specifications. Necessary technical literature pertaining to the design & material will be provided by the DAs for the User Trial Readiness Review and conduct of User Trials on the prototype.

17. Access to in-service 5/ 7.5 Ton Ashok Leyland Stallion vehicles, as feasible, will be provided to the selected DAs for internal assessment of transportation parameter given in the PSQR.

Solicitation of Commercial Offers

18. A commercial Request for Proposal (RFP) for 'Buy (Indian-IDDM)' phase would be issued to DA(s) prior to commencement of User trials for soliciting their commercial offers and additional technical information/ documentation, as may be necessary.

Deliverables

19. The project is envisaged to have the following deliverables:-

(a) 200 metres of Prototype (two treadways of 200 metres each).

(b) Accessories and fitments as per design, to include arrangements for anchorage to secure the track material to ground, maintaining spacing between two tread ways and rolling of track material for transportation which should assist in laying and recovery of the track way.

(c) Tools, power assisted tools and accessories required for laying, recovery and transportation.

(c) 100 Km of Upgraded Assault Track Way (two treadways of 100 Km each) during procurement phase. Required technical literature to include user hand book, preservation instructions, complete equipment schedule, repair manual and technical manuals will be provided with the equipment during the procurement phase. Details will be further amplified in the Commercial Request Proposal (RFP).

Intellectual Property Rights (IPRs)

20. Policy on IPRs will be as given at Paragraph 42 of the Make-II Procedure.

PART III : EVALUATION CRITERIA

Commercial Evaluation Criteria

21. Indian entity satisfying criteria given at Annexure I of the Make-II Procedure will be considered as an eligible "Indian Vendor" for the project. EoI respondents will furnish their response to the Commercial Evaluation Criteria as per **Appendix 'C'**.

Technical Evaluation Criteria

22. The respondents to this EoI are required to furnish information about their Technical Capability as per **Appendix 'D'**. Compliance/ information as per **Annexure I to Appendix 'D'** is also required to be submitted as per the proposed solution offered by the DA against PSQR of the equipment.

23. **Indigenous Content.** Post successful development of prototype(s), further procurement will be as per the 'Buy (Indian-IDDMM) procedure with a **minimum of 50% Indigenous Content.**

24. **Foreign Collaboration.** If the DA is collaborating/ plans to collaborate with a foreign technology provider, the nature of such collaboration and the technology areas being transferred must be stated in the response (please refer Paragraphs 12 & 13 of **Appendix 'E'**).

25. **Additional Information.** Additional information required to be furnished as part of the EoI response is given at **Appendix 'E'**.

PART IV : PROCEDURE FOR SUBMISSION OF RESPONSE TO THE EoI

26. The response to the EoI shall be submitted as per formats given at **Appendices 'C', 'D' & 'E'**.

27. **Guidelines for Submitting EoI Responses.**

(a) The responses should be submitted strictly as per the formats given in respective Appendices. Should a vendor need to mention any other information, a separate column/ row may be added.

(b) All responses and Appendices should be submitted in a single file/ folder. Supporting documents/ additional references should be submitted in a separate folder with proper reference mentioned against each parameter/ sub parameter in respective appendices.

(c) Any supporting document/ evidence without any reference to specific parameter of criteria will not form part of the assessment.

28. **Rejection Criteria for Selection as DAs.** The following may lead to rejection of EoI response:-

(a) Failure to meet Commercial Evaluation Criteria given at **Annexure I of Appendix 'A'**.

(b) Failure to meet/ comply with the Technical Evaluation Criteria Specifications give at **Appendix 'D'**.

- (c) Failure to offer compliance to any of the terms and conditions given in the Eol.
- (d) Any other parameter of the response considered inadequate by the MoD, Government of India.

29. The Eol respondent shall submit three (03) copies of response to the Eol, clearly marking one copy as '**Original Copy**' and second & third as '**Duplicate Copy and Triplicate Copy**'. In the event of any discrepancy between them, the original copy shall govern/ prevail. Each page of the response will bear the signatures of the authorised signatory of the company. The DA shall also submit a soft copy of the response to this Eol in a CD/ DVD.

30. The envelopes shall be addressed as under:-

Secretary, Project Facilitation Team
 Upgraded Assault Track Way Project
 Combat Engineers Directorate/ Combat Engineers-5(B)
 Engineer in Chief's Branch
 Integrated HQ of MoD (Army)
 Room Number 91/92
 Kashmir House, Rajaji Marg
 DHQ PO, New Delhi-110011
 Telephone/ Fax : 011-23019604/ 23019675
 E-mail : ce5-einc-army@nic.in

31. The response to this Eol must be submitted by **1500 hours on 01 May 2018** at the address mentioned above.

32. The Company will be required to sign and honour the 'Confidentiality Agreement' with MoD Govt of India. The 'Confidentiality Agreement' will be furnished by each Eol respondent at the time of submission of Eol responses as per format given at **Appendix 'F'**.

PART V : MISCELLANEOUS

33. **Pre Eol Response Meeting**. Companies may submit written queries/ clarifications/ amplifications on specific issues within 10 days of the issue of Eol. A pre-response meeting will be held within 3 Weeks (tentative) after the issue of Eol to clarify the issue/ queries raised by the participating firms to facilitate submission of response. Date of pre-response meeting will be promulgated by the PFT.

34. Guidelines for penalties in business dealings with entities as promulgated by Government from time to time, will be applicable on procurement process & bidders.

35. The Pre-Contract Integrity Pact (PCIP), listed as detailed in paragraph 92 of Chapter II of DPP 2016, shall apply mutatis mutandis, to 'Buy (Indian-IDDM)' phase of 'Make' project.

36. Respondent would be subject to disqualification if they make false, incorrect, or misleading claims in their response to this EoI. A 'Correctness Certificate' as per the format at **Appendix 'G'** will be furnished as part of the response.

37. Please acknowledge the receipt of this invitation for EoI.

File No : 80044/CE-5(B)

Dated : 19 Mar 2018

Enclosures : **Appendices A to G**

Sd-x-x-x-x-x-x
(Vikram Gulati)
Colonel
Secretary, Project Facilitation Team
Upgraded Assault Track Way Project

**CHAPTER III - A : PROCEDURE FOR 'MAKE-II' SUB - CATEGORY
OF 'MAKE' PROCEDURE**

Background:

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 has assurance of orders on successful development and trials of the prototype. However, there was no separate, exclusive procedure outlined for 'Make-II' sub-category.
2. A need was felt to have a separate, simplified procedure for sub-category 'Make-II' as it does not envisage any funding by the Government for development of prototype.
3. The 'Make-II' procedure, outlined in this chapter, seeks to address the objectives of wider participation of Indian industry, impetus for MSME/start-ups sector, simplified implementation, and timely induction of equipment into Indian Armed Forces.
4. Indian vendors as detailed in Annexure-I to this chapter, are eligible for participation for capital acquisition cases being progressed under 'Make-II' sub category of 'Make' Projects.
5. Successful development under this scheme would result in acquisition, from successful Development Agency/Agencies (DA/DAs), through the 'Buy (Indian - IDDM)' category with indigenous design and development, and a minimum of 40% IC, by inviting commercial bid which is to be submitted prior to Commencement of User Trials. Thereafter, the procedures detailed in Chapter II of DPP will be followed except for the procedure outlined in subsequent paras.
6. Projects under Make-II category will involve prototype development of equipment/ system/ platform or their upgrades or their sub-systems/sub-assembly/assemblies/ components, primarily for import substitution/innovative solutions, for which no Government funding will be provided for prototype development purposes. Cases where innovative solutions have been offered, shall be accepted and progressed, even if there is only a single individual or a firm involved.
7. Projects under the Make-II sub-category, with estimated cost of prototype development phase not exceeding Rs. 3 Crores, will be earmarked for MSMEs. However, if no MSME expresses interest for a Make-II program of less than Rs. 3 Crores, the same may be opened up for all.

Make - Project Management Unit (PMU):

8. 'Make-PMU' established for Make projects as per provisions given at para7 of Chapter-III will also oversee the projects categorised as Make-II. The head of 'Make – PMU' may hire domain experts/consultants such as finance, legal and technology, from public and private sectors. Expenses for hiring the services of experts/consultants shall be borne by the SHQ concerned.

Development and Procurement Process under 'Make-II' Category:

9. The development & procurement process under Make-II sub-category would involve the following functions: -

- i. Advance Planning & Consultations, and Feasibility Study
- ii. Formulation of Preliminary Staff Qualitative Requirements (PSQR)
- iii. Constitution of Project Facilitation Team (PFT)
- iv. Categorisation and Accord of Acceptance of Necessity (AoN)
- v. Issue of Expression of Interest (EoI)
- vi. Evaluation of EoI responses
- vii. Award of Project Sanction Order
- viii. Design and Development of Prototype
- ix. Conversion of PSQRs into SQRs
- x. Solicitation of Commercial Offer
- xi. User Trials by SHQ
- xii. Staff Evaluation
- xiii. Commercial negotiations by Contract Negotiation Committee (CNC)
- xiv. Award of Contract

Advance Planning and Consultations:

10. On the basis of Long Term Integrated Perspective Plan (LTIPP) or otherwise (including projects suggested by industry or individual), SHQ will initiate internal discussions for all the projects enlisted in LTIPP/suggested by Industry or individual as potential 'Make-II' projects.

11. SHQ will initiate collegiate discussions with various stakeholders such as DRDO, HQIDS, DDP, DoD, Indian Industry etc, as required. Such potential projects shall be deliberated by a Collegiate Committee headed by Secretary (DP) with members from SHQs, DDP, DoD, DRDO, HQIDS, MoD (Fin)/IFA and will be 'Approved in Principle (AIP)' for hosting on MoD/DDP's Website. DRDO is free to tie-up with industry to participate in

such projects within established timelines. No projects would be retracted due to technology being developed by DRDO after accord of 'Acceptance in principle' by collegiate headed by Secretary (DP).

12. List of potential 'Make-II' projects along with Project briefs, Questionnaire for Industry and Project Manager Details shall be uploaded on MoD / DDP website inviting their willingness of Industry to participate in the aforesaid potential 'Make-II' projects.

Annual Acquisition Plan (AAP) - Make - II:

13. The Make-II project having AoN value less than Rs 150 Crore will deem to be automatically included in AAP, after accord of AoN. However, the Make-II project having AoN value more than Rs 150 Crore, shall be included in Annual Acquisition Plan (AAP) prepared for Make Projects as outlined at para 13 of Chapter III of DPP-2016.

Feasibility Studies:

14. SHQ shall carry out the Feasibility study with the involvement of all important stakeholders such as HQ IDS, DRDO and DDP, Advisor (Cost) and MoD (Finance)/IFA as required and look into the following aspects:

- i. A preliminary assessment of capability of Indian industry to undertake design and development of the requisite equipment/system/platform or their upgrades and subsequently supply the quantities envisaged for procurement during the 'Buy (Indian-IDDM)' phase and timelines.
- ii. Estimated time period for development.
- iii. Estimated Cost of prototype development phase and for subsequent procurement phase under 'Buy (Indian-IDDM)' category.
- iv. Any other aspect considered important.

15. SHQs may, if required, engage Standing Consultancy firms to provide assistance in Feasibility Study, Industry outreach programmes, preparation of EoI and evaluation of EoI etc. Expenses for engaging Standing Consultancy firm will be borne by SHQ.

Preliminary Services Qualitative Requirements (PSQRs):

16. Based on the feasibility study, the SHQ concerned would formulate the PSQRs, specifying essential and desirable parameters. These PSQRs shall form part of the Statement of Case (SoC) while seeking AoN for 'Make-II' projects.

Constitution of Project Facilitation Team (PFT):

17. SHQ will constitute a PFT under Head of 'Make-PMU' or suitable officer belonging to the 'Make-PMU' prior to fielding Statement of Case (SoC) before the Categorization Committees. PFT will consist of representatives from SHQ, DDP, DGQA/DGAQA/DGNAI, MoD (Finance)/IFA as required and other experts if considered necessary. PFT will function under overall control & directions of Chairman of Make-PMU of respective SHQ.

18. The PFT, through Principal Staff Officer (PSO) of the concerned SHQ shall submit six-monthly progress report to the Defence Production Board (DPrB). The DPrB shall provide policy guidance as may be required in 'Make-II' cases. The PFT's responsibilities shall inter-alia, include the following important functions:

- i. Preparing EoI, obtaining approval in SHQ and issue of EOI.
- ii. Receipt & evaluation of EOI responses.
- iii. Preparation of draft Project Sanction Order, obtaining requisite approvals and issue of Project Sanction Order.
- iv. Monitoring and reporting of aspects relating to prototype development including generation of Intellectual Property.
- v. Any other responsibilities as entrusted by the SHQ/Ministry.

Categorisation & Accord of AoN:

19. SHQ shall prepare the Statement of Case (SoC) and will refer the cases to SCAPCC/SCAPCHC as per Para 16 to 19, Chapter II of DPP-16. Cases upto Rs 150 Crores will be referred to SCAPCC. After evaluating the recommendations of the SHQs/initiating departments, the SCAPCC will recommend the SoC for accord of AoN to SCAPCHC. For cases beyond Rs. 150 Crores the SHQs/ initiating departments will refer cases to the SCAPCHC, which will carry out the task of categorisation, based on the recommendations of SHQs/initiating departments and refer the cases between Rs.150 Crores to Rs. 300 Crores to the DPB and refer cases beyond Rs. 300 Crores to DAC for accord of AoN. PSQRs and Draft EoI shall be enclosed with SoC. Following would be highlighted by the SHQ in the SoC seeking AoN:-

- i. Estimated time period.
- ii. Estimated development cost.
- iii. Likely production cost.
- iv. Quantity of order, preferably covering the requirement of five years, post the successful development of prototype.
- v. Acceptability of Multiple Technological Solutions, if any
- vi. Single vendor situation for cases where an innovative solution has been offered by an individual or a firm.

20. The AoN shall be sought based on the cost of subsequent procurement under 'Buy (Indian – IDDM).'

Validity of AoN:

21. AoN for 'Make-II' category projects will be valid for six months. For cases where EoI is not issued within six months from accord of AoN, SHQ will revalidate AoN with due justification for not processing the case on time after obtaining approval of CISC/VCOAS/VCNS/DCAS/DG(ICG). For cases where the original EoI has been issued within six months from accord of AoN and later retracted for any reason, the AoN would continue to remain valid, as long as the original decision and categorisation (sub-category) remain unchanged and the subsequent EoI is issued within three months from the date of retraction of original EoI.

Issue of EoI:

22. PFT shall publish 'EoI' on MoD/DDP Website inviting Company (ies) to participate in to the 'Make-II' project. In addition, EoI shall also be issued to all companies which have shown interest to participate in the project during Feasibility Study. The EoI will contain the following:

- i. PSQRs
- ii. Scope of the project including number of Prototypes required.
- iii. Time frames and critical activities.
- iv. Milestones.
- v. List of trials/items/facilities/consumables that will be provided free of cost and also specify 'number of times' such free trials will be allowed.
- vi. Quantities in 'Buy (Indian-IDDM)' phase preferably covering requirements of five years.
- vii. Acceptability of Multiple Technological Solutions, if any
- viii. Details of Evaluation Criteria for assessment of EOI

Evaluation of EoI responses:

23. Responses to EoI shall be evaluated as per criteria given in EoI and shall be approved by CISC/VCOAS/VCNS/DCAS/DG(ICG). All the shortlisted companies will be called Development Agencies (DAs).

24. Project shall be progressed ahead even if only one EoI respondent is found meeting the eligibility criteria.

25. Sanction for prototype development as detailed in EoI responses, with 'Nil' financial implications for MoD, would be obtained by the PFT from CISC/VCOAS/VCNS/DCAS/DG (ICG).

26. PFT will issue Project Sanction Order with Nil financial implications.

Time Overrun:

27. The approval of extension of timelines for any 'Make-II' project may be accorded by CISC/VCOAS/VCNS/DCAS/DG(ICG), based on the recommendations of Head-PMU. In case of only single vendor having offered the prototype within timelines stipulated in the Project Sanction Order, not more than two time extensions will be accorded and thereafter the case is to be progressed as resultant Single Vendor Case (SVC).

Design and Development of Prototype for Make-II Sub-category:

28. PFT are to act as the primary interface between the SHQ and the industry during the design and development stage under Make-II subcategory projects and are to facilitate the following:-

- i. Finalization of trial methodology.
- ii. Provision of requisite professional inputs/documentation to industry.
- iii. Providing clarifications related to functional or operational aspects of the equipment under development, as may be sought by the DAs from time to time, during the design and development of prototype.
- iv. Provision of trial range/test facilities/consumables, etc., as mentioned in the EoI.
- v. Conversion of PSQRs to SQRs, prior to commencement of Users trials.
- vi. Issue of Commercial Offer in consultation with SHQ.
- vii. Coordinating user trials with the SHQs, based on the trial methodology. SHQ will formulate the Trial Directive and constitute the Trial Team. The Trial Directive must specify the fundamental points that need to be addressed for validating the 'essential' parameters.

29. After the prototype has been developed, the PFT would carry out user trial readiness review of the prototype before offering it for user trials.

Solicitation of Commercial offers:

30. A commercial Request for Proposal (RFP) for 'Buy (Indian-IDDM)' phase, duly vetted by Acquisition Wing/ concerned SHQ, will be issued to all Development Agencies for submission of their commercial offer prior to commencement of User trials.

31. The quantities in the 'Buy (Indian-IDDM)' phase cannot be reduced from the quantities indicated in EoI issued for the prototype development phase.

User Trials:

32. User trials would be carried out by the SHQ in close consultation with PFT to validate the performance of the system against the parameters/ specifications approved after the development of prototype. SHQ will formulate the trial directives and constitute the Trial Team. The 'trial directive' must specify the fundamental points that need to be addressed for validating the 'essential' parameters.

33. The SQRs of the equipment would therefore be a part of the trial directives, and only the essential parameters as detailed in the SQRs will be tested. The validation of the support system and maintainability trials, integral to and complimenting the trial programme of the defence equipment/upgrades/product/system should be held simultaneously, wherever feasible. Representatives of DRDO, QA agency may also be part of the field evaluation, based on requirement. The user can recommend modification to the system for ease of handling and its maintainability. At this stage, no changes should be suggested which require re-designing of the system/sub-system or technology upgrade. Such suggestions would only be considered and implemented in subsequent phases of development.

Staff Evaluation:

34. The procedure of carrying out the Staff Evaluation, approval and acceptance of Staff Evaluation report for procurement under 'Buy (Indian-IDDM)' category of acquisition, is as detailed in procedure for Make-I sub-category.

35. Projects, where prototype of only a single firm/individual clears the trials shall be progressed as resultant single vendor.

Commercial Negotiations by Contract Negotiation Committee (CNC):

36. The CNC will carry out all processes from opening of commercial bids till conclusion of contract. Negotiations in case of multivendor projects having procurement cost less than Rs 150 crore shall be carried out only in special circumstances with reasons to be recorded. However, CNC will carry out negotiations for all single vendor cases, other than resultant single vendor, irrespective of value of the project. The products which are being developed under 'Make-II' as an import substitute and their prices are known, no benchmarking & no negotiation will be carried out, even in single vendor cases, if the offered price is lower than AoN cost by 20% or more.

37. After CNC, the procedure for procurement would thereafter be same as for 'Buy (Indian- IDDM)' category from the successful DA/DAs, in accordance with Chapter-II of DPP-2016.

38. Consequent to approval of the CFA, the procurement contract(s) would be signed by the Acquisition Manager/Director (Procurement) concerned in the Acquisition Wing or by officer authorized by PSO concerned in SHQ for the cases falling within their delegated powers. The draft contract(s) would be prepared as per the Standard Contract Document at Chapter VI of DPP.

39. The Pre-Contract Integrity Pact (PCIP), listed as detailed in paragraph 92 (Chapter II of DPP), shall apply mutatis mutandis, to 'Buy (Indian – IDDM)' phase of 'Make' project.

Multiple technological solutions:

40. In cases involving large quantities and where multiple technological solutions are acceptable, on approval of SCAPCHC/DPB/DAC, an option may be provided in the EoI during the 'Make' phase and subsequently in the Commercial RFP for the 'Buy (Indian – IDDM)' phase for procurement of specified quantities (in the ratio of 70:30) from other vendors (referred to as L2 herein) who have successfully developed the prototype/product, on the condition that this second vendor accepts the price and terms & conditions quoted by the L1 vendor.

41. In case, multiple technological solutions are not acceptable, the successful other vendors will be issued a certificate by the DDP indicating that the product has been successfully trial evaluated, to facilitate other vendors to explore other markets and remain in the production of the product.

Intellectual Property Rights (IPRs):

42. DA shall retain title or ownership and all other rights in intellectual property generated during the development of project. However, the Government shall have March-in rights under which the Government can require the contractor to grant, or may itself grant license for, inter alia, the following reasons:-

- i. Where health and safety requirements so require the Government to act in public interest;
- ii. For National Security Reasons;
- iii. To meet requirements for public use not reasonably satisfied by the contractor;
- iv. For failure of the contractor to substantially manufacture the products embodying the subject invention in India; or
- v. For failure of the contractor to comply with any of the requirements laid down under these guidelines.

Project Management, Review and Monitoring:

43. The progress of the 'Make-II' project would be monitored by the PFT under overall guidance of respective PMU as defined in EoI responses. The Government may engage services of independent consultants/experts for assessing the physical and/or financial progress of the Make project. PFT, through respective 'Make-PMU' will also periodically apprise the progress of the project to PSO concerned at SHQ or to DPrB through PSO concerned at SHQ, as the case may be.

Foreclosure:

44. No Foreclosure of the Project will be done after issue of Project Sanction Order, other than for reasons of default/ non-adherence to Project Sanction Order by Vendors.

45. All deviations on matters concerned with 'Make-II' cases not covered under this chapter, as well as all cases of deviations, shall require prior approval of the DPrB.

46. Any DA developing an item under 'Make-I' procedure, if desires, would be allowed to migrate to Make-II procedure, after due consultations and if it is found to be in the interest of the project and if no payment/reimbursement has been made to the DA against the development cost.

47. Typical expected timelines for undertaking 'Make-II' Projects are contained in Annexure-II.

48. Any clarification or difficulty arising during execution of prototype development phase, shall be referred to Secretary (Defence Production) who may refer it to DPrB, for final decision, if required.

Indicative Evaluation Criteria for shortlisting of Development Agencies

1. For start-ups recognized by Department of Industrial Policy & Promotion (DIPP), Financial, Technical and Commercial criteria shall be spelt out separately in the EoI. In respect of other vendors, the entities satisfying all of the following criteria shall be considered as an eligible 'Indian Vendor' for issue of EoI by PFT:-

- 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 licencing 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 category of acquisition.
- iii. Other Financial, Technical and Commercial criteria will be spelt out by concerned SHQ based on the project requirement.

Note: *Guidelines for penalties in business dealings with entities as promulgated by Government from time to time, will be applicable on procurement process & bidders.*

Tentative Time lines for Make-II Projects

Sr. No	Activity	Time in weeks from collegiate discussions (T₀)
1.	Approval of proposals as POTENTIAL 'Make-II' projects by Collegiate to be headed by Secretary (DP) and uploading on MoD/DDP website	T ₀
2.	Completion of Feasibility study	8
3.	Preparation of PSQRs	4
4.	Preparation of SoC + Constitution of PFT	4
5.	Categorisation and Accord of AoN	8
6.	Issue of EoI	8
7.	EoI Response submission	6
8.	EoI response evaluation	5
9.	Issue of Project Sanction Order	2
10.	Design & development of prototype	12-30
11.	Conversion of PSQR to SQRs/ Solicitation of Commercial offer	4
12.	User trials & Staff evaluation	8-26
	Total	69-103 weeks

PRELIMINARY STAFF QUALITATIVE REQUIREMENTS
FOR UPGRADED ASSAULT TRACK WAY

PART- I : DESCRIPTION OF EQPT

1. **Introduction.** The Upgraded Assault Track Way is required to enhance the capability of the Engineers to construct operational tracks in terms of easier handling and faster laying, enabling move of heavier logistic vehicles.
2. **Aim.** To lay down the PSQR for Upgraded Assault Track Way.
3. **Proposed Service Employment.** The Upgraded Assault Track Way is intended to replace existing Assault Track Way Class-12 as the standard equipment for construction of operational tracks in under developed terrain/ desert terrain.

PHYSICAL CHARACTERISTICS

4. **Dimensions.** The size of each roll of the Upgraded Assault Track Way should be as given below:-
 - (a) **Length.** Approximately 25 metres.
 - (b) **Width.** Approximately 1 metre.
5. **Weight.**
 - (a) **Essential.** Each roll of the Upgraded Assault Track Way must weigh less than 250 Kg.
 - (b) **Desirable.** Each roll of the Upgraded Assault Track Way must weigh less than 225 Kg.
6. **Operating Temperature.** The equipment will be suitable for employment in following temperature conditions:-
 - (a) **Maximum Range.** (+) 45^o to (+) 50^oC.
 - (b) **Minimum Range.** 0^o to (+) 5^oC.
7. **Colour.** The Upgraded Assault Track Way should be matt finish with colours as specified.

8. **Fabrication Material.** The material used for fabrication should be a rust resistant light weight material.

9. **Accessories and Fitments.**

(a) **Anchorage.** Adequate arrangements must be made to secure the track material to the ground to allow movement of 6x2 trucks (civil hired transport with minimum gross vehicle weight 25000 Kg). Adequate accessories for such anchorages will be provided with each roll of the track material.

(b) **Arrangement for Maintaining Spacing Between Tread Ways.** The track way will have an arrangement to maintain a spacing of 75cm (\pm 5 mm) between the two tread ways during laying and subsequent usage of the track way.

(c) **Arrangement for Rolling of Track Material.** A spool or any other suitable arrangement will be provided for rolling of the track material for transportation, and the design should assist in laying & recovery of the track material.

(d) **Tools.** All tools, power assisted tools and accessories required for laying, recovery and transportation will be provided with the track material.

10. **Transportation.**

(a) **Essential.** At least 10 rolls should be transportable by an in-service 5/ 7.5 Ton Ashok Leyland Stallion vehicle in one layer of loading.

(b) **Desirable.** At least 12 rolls should be transportable by an in-service 5/ 7.5 Ton Ashok Leyland Stallion vehicle in one layer of loading.

OPERATIONAL CHARACTERISTICS

11. **Load Bearing Capability.** The track material should be capable of sustaining movement of 6x2 trucks (civil hired transport) with minimum gross vehicle weight of 25000 Kg, in fully laden condition.

12. **Traction.** The track material surface, when laid, should provide adequate traction for movement of above mentioned vehicles.

13. **Gradient.** Track material, when laid in different terrains at a maximum gradient of 1 in 10, should maintain adequate traction for movement of vehicles. There should be no slippages between track and ground surface.

14. **Laying and Recovery.** Laying of track way should be possible using minimum manpower. Arrangements should be provided for connecting the Upgraded Assault Track Way rolls with a simple mechanism to enable continuous laying.
15. **Modularity.** The design of the equipment should be modular to facilitate reduction/increase in length for minor curves, as also replacement of damaged portions.
16. **Drop Impact.** The Upgraded Assault Track Way rolls should be able to sustain 10 drops from a height of upto two meters on packed earth surface without damage to the track material.
17. **Number of Passes.** The equipment should be designed to sustain minimum 10,000 passes.

OPERATION AND MAINTENANCE

18. Technical literature to include user hand book, preservation instructions, complete equipment schedule, repair manual and technical manuals should be provided with the equipment.
19. The equipment should have service life of 15 years/ minimum number of passes specified, whichever is earlier.

Appendix 'C'
(Refer Para 21 of Eol)

COMMERCIAL EVALUATION CRITERIA

1. **Name of the Vendor :** _____
2. **Evaluation Criteria.**

<u>S No</u>	<u>Criteria</u>	<u>Vendor Submission</u>	<u>Reference</u> (Reference against vendor claim/ response must be flagged and mentioned in this column)	<u>Remarks (if Any)</u>
(a)	Nature of the Company [refer Para 1 (i) of Annexure I of Appendix A].			
(b)	Ownership Status [refer Para 1 (ii) of Annexure I of Appendix A].			
(c)	Category of Industry (Large/ Medium/ Small/ Micro).			
(d)	Registration Details.			
(e)	Credit Rating.			
(f)	Present Net Worth.			

Station :

Signature

Company Seal

Date :

Note:-

1. Refer Paragraph 21 of Eol and Annexure I of Make-II Procedure.
2. All submissions must be supported by referenced documents duly authenticated.
3. Any input with incorrect or missing reference will not be assessed.

Appendix 'D'
(Refer Para 22 of EoI)

TECHNICAL EVALUATION CRITERIA

1. **Name of the Vendor :** _____
2. **Evaluation Criteria.**

<u>S No</u>	<u>Criteria and Sub Criteria</u>	<u>Vendor Submission</u>	<u>Reference</u> (Reference against vendor claim/ response must be flagged and mentioned in this column)	<u>Remarks (if Any)</u>
(a)	Execution of similar/other projects for military users in India and abroad.			
(b)	Execution of similar projects for other users in India and abroad.			
(c)	Details regarding major successful projects/ products/ technologies developed/ under development involving research & development in the field of light weight/ composite materials.			
(d)	Proposed indigenous content in percentage of total cost.			
(e)	Confirmation of capability to develop and provide equipment to meet user requirements specified in Appendix 'B' (Technical specifications).	Compliance to be given		
(f)	Compliance to Technical Specifications given at Annexure I to Appendix 'D'.	Compliance to be given and details to be provided		

Appendix 'D' Contd...

<u>S No</u>	<u>Criteria and Sub Criteria</u>	<u>Vendor Submission</u>	<u>Reference</u> (Reference against vendor claim/ response must be flagged and mentioned in this column)	<u>Remarks (if Any)</u>
(g)	Proposed system configuration (broad design details).			
(h)	Timelines.			
	(i) Timelines (in weeks) for development of prototype after issue of Project Sanction Order.			
	(ii) Timelines (in months) for production and supply of 100 Km of Upgraded Assault Track Way by 'Buy (Indian-IDDM)' phase after conclusion of contract.			
(j)	Acceptance to all terms and conditions given in the EoI.	Compliance to be given		

Station :

Signature

Company Seal

Date :

Annexure I to Appendix 'D'
(Refer Para 22 of EoI)

TECHNICAL EVALUATION COMPLIANCE MATRIX

<u>S No</u>	<u>PSQR Requirements</u>	<u>Vendor Claim Value</u>	<u>Remarks</u>
<u>PHYSICAL CHARACTERISTICS</u>			
1.	<u>Dimensions.</u> The size of each roll of the Upgraded Assault Track Way should be as given below:-		
	(a) <u>Length.</u> Approximately 25 metres.	Length to be given as per design proposed by the vendor	
	(b) <u>Width.</u> Approximately 1 metre.	Width to be given as per design proposed by the vendor	
2.	<u>Weight.</u>		
	(a) <u>Essential.</u> Each roll of the Upgraded Assault Track Way must weigh less than 250 Kg.	Weight to be given as per design proposed by the vendor	
	(b) <u>Desirable.</u> Each roll of the Upgraded Assault Track Way must weigh less than 225 Kg.	Minimum weight that can be achieved after further research & development	
3.	<u>Operating Temperature.</u> The equipment will be suitable for employment in following temperature conditions:-		
	(a) <u>Maximum Range.</u> (+) 45 ^o to (+) 50 ^o C.	Compliance to be given	
	(b) <u>Minimum Range.</u> 0 ^o to (+) 5 ^o C.	Compliance to be given	
4.	<u>Colour.</u> The Upgraded Assault Track Way should be matt finish with colours as specified.	Compliance to be given	

<u>S No</u>	<u>PSQR Requirements</u>	<u>Vendor Claim Value</u>	<u>Remarks</u>
5.	<u>Fabrication Material.</u> The material used for fabrication should be a rust resistant light weight material.	Details to be given as per design proposed by the vendor	
6.	<u>Accessories and Fitments.</u>		
	(a) <u>Anchorage.</u> Adequate arrangements must be made to secure the track material to the ground to allow movement of 6x2 trucks (civil hired transport with minimum gross vehicle weight 25000 Kg). Adequate accessories for such anchorages will be provided with each roll of the track material.	Details to be given as per design proposed by the vendor	
	(b) <u>Arrangement for Maintaining Spacing Between Tread Ways.</u> The track way will have an arrangement to maintain a spacing of 75cm (\pm 5 mm) between the two tread ways during laying and subsequent usage of the track way.	Details to be given as per design proposed by the vendor	
	(c) <u>Arrangement for Rolling of Track Material.</u> A spool or any other suitable arrangement will be provided for rolling of the track material for transportation, and the design should assist in laying & recovery of the track material.	Details to be given as per design proposed by the vendor	
	(d) <u>Tools.</u> All tools, power assisted tools and accessories required for laying, recovery and transportation will be provided with the track material.	Details to be given as per design proposed by the vendor	
7.	<u>Transportation.</u>		
	(a) <u>Essential.</u> At least 10 rolls should be transportable by an in-service 5/ 7.5 Ton Ashok Leyland Stallion vehicle in one layer of loading.	Compliance to be given	

<u>S No</u>	<u>PSQR Requirements</u>	<u>Vendor Claim Value</u>	<u>Remarks</u>
	(b) <u>Desirable.</u> At least 12 rolls should be transportable by an in-service 5/ 7.5 Ton Ashok Leyland Stallion vehicle in one layer of loading.	Maximum number of rolls that can that can be achieved after further research & development	
<u>OPERATIONAL CHARACTERISTICS</u>			
8.	<u>Load Bearing Capability.</u> The track material should be capable of sustaining movement of 6x2 trucks (civil hired transport) with minimum gross vehicle weight of 25000 Kg, in fully laden condition.	Compliance to be given	
9.	<u>Traction.</u> The track material surface, when laid, should provide adequate traction for movement of above mentioned vehicles.	Compliance to be given	
10.	<u>Gradient.</u> Track material, when laid in different terrains at a maximum gradient of 1 in 10, should maintain adequate traction for movement of vehicles. There should be no slippages between track and ground surface.	Compliance to be given	
11.	<u>Laying and Recovery.</u> Laying of track way should be possible using minimum manpower. Arrangements should be provided for connecting the Upgraded Assault Track Way rolls with a simple mechanism to enable continuous laying.	Compliance to be given	
12.	<u>Modularity.</u> The design of the equipment should be modular to facilitate reduction/ increase in length for minor curves, as also replacement of damaged portions.	Compliance to be given	

<u>S No</u>	<u>PSQR Requirements</u>	<u>Vendor Claim Value</u>	<u>Remarks</u>
13.	<u>Drop Impact.</u> The Upgraded Assault Track Way rolls should be able to sustain 10 drops from a height of upto two meters on packed earth surface without damage to the track material.	Compliance to be given	
14.	<u>Number of Passes.</u> The equipment should be designed to sustain minimum 10,000 passes.	Compliance to be given	
<u>OPERATION AND MAINTENANCE</u>			
15.	Technical literature to include user hand book, preservation instructions, complete equipment schedule, repair manual and technical manuals should be provided with the equipment.	Compliance to be given	
16.	The equipment should have service life of 15 years/ minimum number of passes specified, whichever is earlier.	Compliance to be given	

Station :

Signature

Company Seal

Date :

INFORMATION PROFORMA

1. Name of the Company.
2. Name of CEO with Designation.
3. Address of the Registered Office.
4. Address of the Factory/Factories.
5. Company Website(s).
6. Date of Incorporation.
7. Brief History of the Company.
8. Category of Industry (Large/ Medium/ Small/ Micro).
9. Nature of Company (Public Limited/ Private Limited).
10. Nature of Business (Manufacturer/ Trader/ Sole Selling or Authorised Agent/ Dealer/ Assembler/ Processor/ Re packer/ Service Provider). Please give broad product range as applicable.
11. Details of Current Products:-
 - (a) Type/ Description.
 - (b) Licensed/ Installed Capacity.
 - (c) Annual Production for Preceding 3 Years.
12. Details of Foreign Collaborations if any planned for execution of project.
13. Technology Received from abroad and assimilated/ planned for execution of project.
14. Products Already Supplied:-
 - (a) To Indian Army/Air Force/Navy.
 - (b) PSUs.
 - (c) DRDO and its Laboratories.

- (d) Ordnance Factories.
 - (e) Any other Defence Organisation.
 - (f) To other Principal Customers.
15. Details of Developmental Facilities:-
- (a) R&D Facilities Available.
 - (b) Number of Technical Manpower.
 - (f) Percentage of Total Turn-Over Spent on R&D during the Last Three Years.
16. Turn-Over during the last Three Financial Years.
17. Any other relevant information.
18. Contact Details of the Executive nominated to co-ordinate with the Assessment Team (please provide telephone, mobile and e-mail address).

Appendix 'F'
(Refer Para 32 of Eol)

CONFIDENTIALITY AGREEMENT

The company understands the security sensitivity of operational equipment. No information pertaining to deployment and usage of the equipment including scaling will be discussed with any third party without required permission from the Project Facilitation Team. The company understands that failure to observe this agreement will lead to disqualification from the project.

Signature with Company Seal

Appendix 'G'
(Refer Para 36 of EoI)

CORRECTNESS CERTIFICATE

It is certified that information submitted in the documents as part of the response to Expression of Interest for the project of Upgraded Assault Track Way is correct and complete in all respects. It is acknowledged that the company will be disqualified from further participation if any information provided is found to be incorrect.

Signature with Company Seal