

BRIEF OF THE CASE

Case Reference: CF.No/ Air HQ/C 18488/59/DAD

1. **Service:** Indian Air Force
2. **Nodal Directorate at SHQ:** Directorate of Ops (Off)
3. **Name of the Case:** Indigenous Design, Development and Manufacturing of **Long Range Land Attack Cruise Missile** through private defence production Industry
4. **Case Brief.** A surface launched cruise missile is necessary to undertake warhead delivery in enemy territory with required precision and low probability of detection and interception. A long range (1000+ km) cruise missile, with speeds upto 0.8 Mach and low cost to enable mass launch is planned to be developed. The missile must have independent navigation, multiple types of warheads and suited for land targets.
5. **Proposal.** IAF intends to partner with indigenous defence production industry to undertake design, development and manufacture of **Long Range Land Attack Cruise Missile** under the **Make-I (Government Funded)** procedure as per Chapter III of DAP 2020.
6. **The Broad Technical Parameters.** The broad preliminary technical parameters of the equipment is attached as **Appendix A**. Detailed project specifications and Preliminary Service Quality Requirements (PSQRs) will be developed after industry interactions and feasibility study.
7. **Indigenous Content (IC)/ Categorisation.** Successful development under **Make – I** category would result in acquisition from successful Development Agency (DA) through the **Buy Indian (IDDM)** category with indigenous design and development and a **minimum IC of 50%**.
8. **Industry Attributes:**
 - (a) Should be an Indian entity (as per provisions of Para 20, Chapter I of DAP 2020, including additional conditions at sub paragraphs (a) and (b)). (**Essential**)

Note: A copy of DAP 2020 is available on website of Ministry of Defence.
 - (b) Experience in manufacturing, maintenance, logistics, aviation related MRO (Maintenance, Repair & Overhaul) (**desirable**).
 - (c) Familiarity with QA processes of DGAQA and certification processes of CEMILAC (Centre for Military Airworthiness Certification) (**desirable**).

9. Interested **Indian** vendors may send their proposals by within one month from issue of this brief. It is requested that, answers to questions at **Appendix B** may also be dovetailed by the industry in their response.

10. Interested respondents are also urged to read the provisions of "Make-I" procedure given in Chapter III of DAP 2020 as the project will be progressed as per these provisions.

11. **Contact Details.** Any queries/further details of the case may be obtained from the Nodal Directorate at Air Headquarters (Vayu Bhavan). Interested Indian vendors may forward their responses through letter/fax/email to the Nodal Directorate as follows:-

Nodal Directorate

Gp Capt Ops (Wpn T)
Room No 563, Air HQ (VB)
Rafi Marg, New Delhi – 110 106
Tele: 23060630
Email: bullseye@gov.in

12. A copy of all communication should also be addressed to:-

Make PMU (AF); Directorate of Aerospace Design
Room No 803; Air HQ (VB);
'A' Block, Defence Office Complex
KG Marg, New Delhi-110001
Tele: 011-23074031
Email: aero.design@gov.in

BROAD TECHNICAL PARAMETERS:
LONG RANGE LAND ATTACK CRUISE MISSILE

1. Board parameters of Long Range Land Attack Cruise Missile are as follows:-
 - (a) The surface launched cruise missile should have a range of 1000+ kms with speeds upto 0.8 Mach.
 - (b) The missile technology should be of low cost for achieving economy of effort.
 - (c) It should have the capability of carrying multiple types of warheads and suited for land targets.
 - (d) The missile should have various sensor capabilities like Digital Scene Matching Area Correlator (DSMAC), Data link, IRNSS, etc.
 - (e) It could have features like multi point navigation, altitude variation in attack profile, loiter/ target change, etc.

QUESTIONNAIRE:
LONG RANGE LAND ATTACK CRUISE MISSILE

1. Whether the company/Association of Persons (AoP) is eligible as per provisions of DAP 2020? (Eligibility of Participation: Indian vendors only)
2. Please provide a brief account of vendor assessment of its capability (Financial and Technical) to undertake the project? Please state the list of documentation can be provided for verification?
3. Please provide summary of essential financials (annual turn-over, net worth, credit rating).
4. Please provide details of available manufacturing infrastructure.
5. Please provide details of major contracts undertaken in past. Also indicate special achievements to demonstrate in-house design capability, production capability or project management.
6. Details of components which will be manufactured in-house and which will be outsourced (through domestic vendors as well as foreign vendors– indicate separately).
7. Please provide details of resources/capability of the firm to undertake indigenous design, development and testing.
8. Whether 50% Indigenous Composition (IC) can be ensured.