

## **BRIEF OF THE CASE**

**Case Reference:** CF No/ Air HQ/C 18488/63/DAD

1. **Service:** Indian Air Force
2. **Nodal Directorate at SHQ:** Directorate of Ops (Wpn)
3. **Name of the Case:** **Manufacture of Air to Air missile** under Make-III Category of DAP-2020.
4. **Case Brief.** Additional information wrt scope of project shall be handed over to the interested industry partners after signing of **Non-Disclosure Agreement**.
5. **Proposal.** IAF intends to partner with indigenous defence production industry to undertake Manufacturing of Air to Air missile under the Make-III procedure as per Chapter III of DAP 2020.
6. **Indigenous Content (IC)/ Categorisation.** Successful development under **Make-III** category would result in acquisition from successful Development Agency (DA) through the **Buy Indian** category with **minimum IC of 60%**.
7. Interested **Indian** industry partners may send their proposals by 30 Apr 24. It is requested that, answers to the questions at **Appendix** may also be dovetailed by the industry in their response.
8. Interested respondents are also urged to read the provisions of “Make-III” given in Chapter III of DAP 2020 as the project will be progressed as per these provisions.
9. **Contact Details.** Any queries/further details of the case may be obtained from the Nodal Dte 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 Wpns (F)  
Dte of Ops (Off)  
Tele – 011-23063668  
AFNET: 21115563  
Email – [klmn.1805@gov.in](mailto:klmn.1805@gov.in)

10. 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](mailto:aero.design@gov.in)

**QUESTIONNAIRE FOR RESPONSE**

**MANUFACTURE OF AIR TO AIR MISSILE**

1. Whether the vendor is eligible as per provisions of DAP 2020 (Eligibility of Participation: Indian vendors only (Para 20 Chap I and Para 6(c) Chap - III, DAP 2020)).
2. Vendor to provide an assessment of its capability (Financial and Technical) and provide necessary documentation for verification.
3. Indicate how much Indigenous Content (IC) can be ensured (Minimum requirement of MOD is 60%). Mention the breakdown of IC for material/component/software manufactured in India. Bring out details of measures for achieving the 60% IC. The vendor to also indicate the critical technologies that will be indigenously developed
4. Does the vendor envisage feasibility of future export orders to foreign countries?
5. Please indicate if the proposal would be eligible for Make-III subcategory of Chapter III of DAP 2020.
6. Whether manufacture of the Air to Air missile is proposed by the vendor either in collaboration or TOT from foreign OEM or a JV with OEM. (Provide indicative information).
7. Provide details of following: -
  - (a) Cost of procurement of each Missile.
  - (b) Estimated Time period required for setting up the manufacture facility of the Air to Air Missile in the country.
8. Please provide details of resources/capability of the firm to undertake manufacturing.
9. Rough order of Magnitude (ROM) cost of manufacturing of equipment in India. Indicate Minimum Order Quantities (MOQ), if applicable.
10. Please indicate plan/status for QA qualification, testing and certification of the Air to Air Missile.
11. Please provide other relevant and applicable details. (Indicative of information on parts, assembly, testing, etc).
12. Any other relevant information for the case.