

MISHRA DHATU NIGAM LIMITED

A Govt of India Enterprise

P. O Kanchanbagh, Hyderabad – 500058, Telangana, India.

Corporate Identity Number : U14292AP1973GOI001660

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Invites

EXPRESSION OF INTEREST FOR IDENTIFYING SUITABLE PARTNER FOR JOINT WORKING ON BULLET PROOFING OF VEHICLES

Ref: MDN/PUR/EOI/JV/17-18 Dt. 06/04/2017

Receipt of EOI on or before	05/05/2017 by 10:30 Hrs
Opening of EOI	05/05/2017 at 11:00 Hrs

Note:

- Detailed Invitation for Expression of Interest is attached herewith.
- All Bidders need to submit the Documents as listed in a Sealed Cover with Title as “EOI for Joint Working on Bullet Proofing of Vehicles, Due on 05/05/2017” on or before 05/05/2017 at 10:30 Hrs to :
AGM (I/C PURCHASE)
MISHRA DHATU NIGAM LIMITED
PO: KANCHANBAGH
HYDERABAD – 500 058
TELANGANA
- Any Corrigendum to the EOI shall be published in MIDHANI website only.

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1. **Introduction & Objectives:**

Mishra Dhatu Nigam Limited (MIDHANI) is a Public Sector Enterprise under Ministry of Defence and is located in Hyderabad, Telangana, India. It has wide manufacturing facilities for manufacture of armoured steel, low alloy steels, high alloy steels, special steels, stainless steels, super alloys, titanium & titanium alloys in various forms and sizes. MIDHANI is catering to the requirements of various sectors for the above indigenously developed material. For more information, it can be looked on www.midhani.com.

Now under Make in India Programme, MIDHANI desires to identify suitable partner for bullet proofing of military and civilian vehicles. The potential partners need to have adequate infrastructure and exposure to perform following activities: -

- a. Either manufacturer of automobiles or fabricator of vehicle bodies having expertise in structuring the vehicle with bullet proof steel, bullet proof glass and composites.
- b. Other desired activities exposure for manufacturer of automobiles:-
 - i. Operations of laser, plasma and water jet cutting machines and welding operations by using armoured electrodes.
 - ii. Conduct of trials as per Central Motor Vehicle Rules (CMVR) and procedure of Vehicle Research and Development Establishment/Automotive Research Association of India (VRDE/ARAI).
- c. Other desired activities exposure for fabricators of automobile bodies:-
 - i. Operations of laser, plasma and water jet cutting machines and welding operations by using armoured electrodes.
 - ii. General repair and maintenance of automobiles and their systems testing.
- d. Vehicle manufacturer having required experience in armoured structuring of vehicle will be preferred.

MIDHANI invites application from reputed parties through this EOI. Interested parties shall have either its own fabrication facility.

2. **Scope of EOI:**

- a. **MIDHANI shall:-**
 - i. Manufacture and supply the input material in the form of BP Steel, Transparent Armour, Composites and Electrodes and other raw materials as per the requirements to the selected partner.
 - ii. Carry out testing and specification test as per trial directive/requirements.
 - iii. Supply vehicle in case the selected partner is not the manufacturer of vehicle.
- b. **Partner (Fabricator) shall:-**
 - i. Undertake complete bullet proofing fabrication work of vehicle.
 - ii. Carry out required modifications/upgradation in vehicle.
- c. **Partner (Vehicle Manufacturer: If only providing the vehicle) shall:-**
 - i. Provide suitable vehicle to MIDHANI as per QR .
 - ii. Carry out required modifications/upgradation on vehicle system pre and post armouring at the designated place specified by MIDHANI.
 - iii. Fabrication will be done by the Selected Partner (Fabricator).
- d. **Partner (Vehicle Manufacturer cum Fabricator) shall:-**
 - i. Provide suitable vehicle to MIDHANI as per QR on mutually agreed price.
 - ii. Undertake complete bullet proofing fabrication work of vehicle.
 - iii. Upgrade automobile systems and send back to MIDHANI.

3. **Roles and Responsibility of the Parties:**

a. **Development Stage.**

- i. During the development stage, the cost of manufacture of the product shall be borne by the respective partners as per the scope identified at Clause 2 above.
- ii. Costing on the products (contribution) by all partners shall be made based on the data generated during development of initial three vehicles.

- b. **Post-Development Stage.** After successful fabrication, MIDHANI and the selected partners shall enter into a MOU for a period of five years with a condition that all partners shall quote together for these products in the market. Marketing of this product can be done by the selected partners also. In case of order received by the selected partner, it shall place back to back order on MIDHANI and the other partners, in case applicable, for supply of agreed inputs.

4. **Eligibility Criteria:** Only those organizations that meet the following criteria are eligible to participate:-

SI No.	Criteria	Documents for Confirmation
a	<p>i. <u>For partners mentioned at 2 (b) of Scope of EOI above:</u> Annual turnover of the Organization should be INR 10 Crores or equivalent foreign currency for the last three consecutive financial years (i.e. FY 2013-14, 2014-15 & 2015-16).</p> <p>ii. <u>For partners mentioned at 2 (c) & (d) of Scope of EOI above:</u> Annual turnover of the Organization should be INR 100 Crores or equivalent foreign currency for the last three consecutive financial years (i.e. FY 2013-14, 2014-15 & 2015-16).</p>	<p>Certified copies of annual account statements to be submitted.</p> <p>Certified copies of annual account statements to be submitted.</p>
b	Should have positive net worth in each of the previous three financial years (FY 2013-14, 2014-15 & 2015-16).	Certified copies of annual account statements to be submitted.
c	<p>i. Should be Registered Indian Company and should have been established and operating as automobile manufacturer / body fabricator since at least 4 years before the date of this advertisement.</p> <p style="text-align: center;">OR</p> <p>ii. A Company Registered Outside India established and operating as automobile manufacturer / body fabricator since at least 4 years before the date of this advertisement.</p>	<p>Certificate of Incorporation issued by the Registrar of Companies clearly stating the year of establishment.</p> <p>Certificate of Incorporation issued by the appropriate statutory authorities.</p>

d	i. Indian Registered Companies should have PAN, TAN and TIN. ii. Global companies should have required documents with respect to tax assessment and accounting as per statutory requirements of their country.	i. Details & copies of PAN, TAN & TIN to be submitted. ii. Undertaking to obtain PAN, TAN & TIN if selected as partner.
e	Should not be a trading company.	Self-certified document to be submitted.
f	Submission of Solvency Certificate for INR 10 Crores or equivalent foreign currency issued not earlier than 6 months from the date of EOI.	It should be issued by nationalized or scheduled bank from India.

5. **Application Form**
(To be filled by the Party and submitted along with EOI)

SI No.	Description	Response from Party
a	Name of the firm	
b	Address of the firm with website	
c	Details of contact person (a) Name : (b) Email : (c) Tel : (d) Mob: (e) FAX :	
d	Please enclose a brief about the history of your company, capabilities & facilities, collaborators, manpower, marketing distributors, financial standing etc. Attach literatures/documents to support your statements wherever necessary	
e	Please enclose the catalogue / technical literatures / brochure	
f	Is your company registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely VAT registration, Excise Registration, Service Tax, etc.	
g	Nature of the company : PSU / Limited / Listed Company / Partnership Co. / Private Enterprise / Proprietorship Concern	
h	Please provide the sales turnover and PBT of your company for the last five years :	
i	Please respond to attached Questionnaire and details (Annexure 1 & Annexure 2)	
j	Any other points, that you may wish to add	

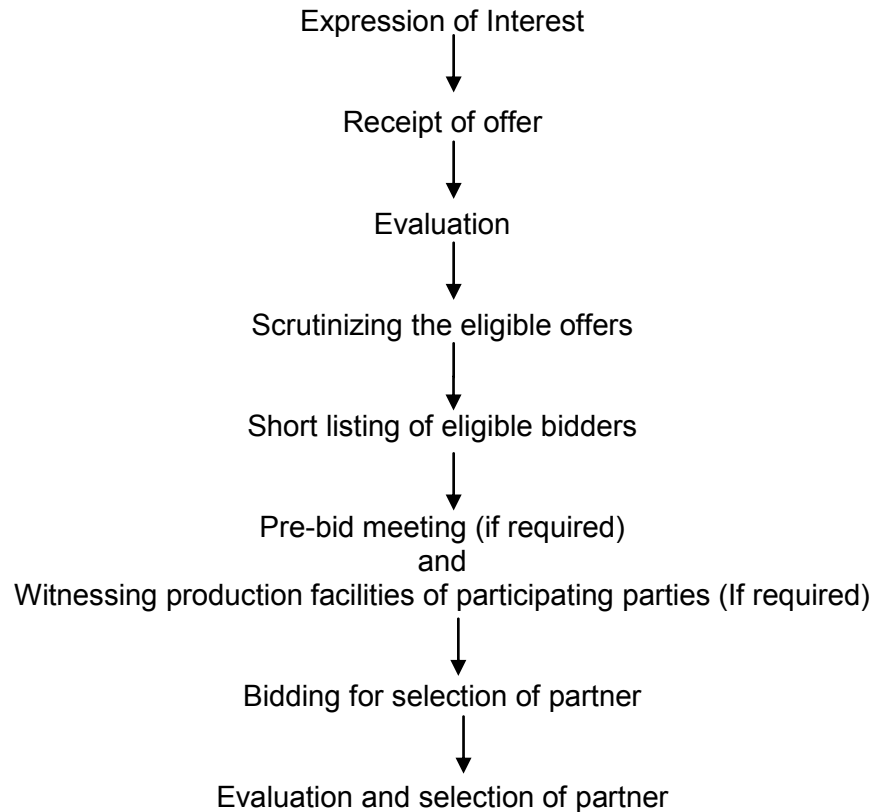
6. **Instructions to Applicants:**

The applicant should submit the following information / documents:-

- a. Application format duly filled in, signed and stamped, as per clause No: 4 of this EOI.
- b. Expression of Interest documents in original / downloaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions with e-mail, phone and fax nos.

- c. Following additional documents:
- Company Brochure
 - Accreditation Certificates
 - Registration Certificate with various tax authorities or Government Departments, etc.

7. **Procedure for Selecting Suitable Partner:**



8. **Non Disclosure Agreement:**

A Non Disclosure Agreement shall be signed with selected partners by MIDHANI.

9. **General Terms & Conditions:**

- a. MIDHANI reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- b. Final selection of suitable applicant from the EOIs received will be done by MIDHANI at its sole discretion and the decision of MIDHANI shall be final.
- c. The selected applicant shall ensure compliance of all the Government regulations / conventions / policies / guidelines / orders etc. In force related to any or all of the above activities. Applicant shall undertake to abide by the statutory requirements of the Indian Government from time to time.
- d. Eligible parties to study carefully all documents referred to herein before accepting the same.

10. **Last Date / Time for Submission of Expression of Interest:**

The due date and time for submission of the Expression of Interest is **10:30 Hrs of 05/05/2017.**

11. **Request for Status Update on Evaluation Process:**

MIDHANI will not accept or respond to Proponents requests for information on the status and progress of the EOI evaluation process. Additional information regarding the EOI process may be posted on MIDHANI website www.midhani.com

12. **Ownership of EOI Documents and Information Therein:**

All Expression of Interest documents will become the property of MIDHANI upon submission. Where the applicant believes that information provided in response to this EOI is, or should be kept confidential, or disclosure of this information would unreasonable affect applicants business affairs, notice is to be given at the time of delivery of the information or document by clearly marking such information 'confidential'. In so far as is practicable MIDHANI will give effect to the applicant stated wishes, and requested for access to such information will be determined under the RTI Act.

13. **No Contractual Obligation:**

MIDHANI is not bound contractually or in any other way to any applicant to this Expression of Interest. MIDHANI is not liable for any costs of compensation in relation to the consideration of this Expression of Interest.

14. **Disclaimer:**

The issue of this document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of an EOI process. The EOI request is not the subject of any process contract or any contractual obligations between MIDHANI and applicant. MIDHANI may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the prospective suppliers.

QUESTIONNAIRE : BULLET PROOFING OF VEHICLES

Following details are requested:-

SI No.	Questionnaire	Response
1.	<u>Type of Vehicle Proposed to be Undertaken for Bullet Proofing:</u> Light Vehicle / Troop Carrier / Ambulance / Passenger Bus / SUV / XUV / MUV or specify any other vehicle with make.	
2.	<u>Protection Levels (NIJ or STANAJ) to be PROVIDED to the Vehicle:</u> What are the protection levels proposed to be provided to the vehicle? Please elaborate under the following heads :- (i) Top (ii) All sides (less front) (iii) Front (excluding windshield) (iv) Bottom and undercarriage including fuel tank (v) Windshield, windows, side and rear glasses (vi) Gunner's hatch/turret door and firing port covers (vii) Rear (excluding Glass)	
3.	<u>Specifications of Material to be used for Vehicle Protection:</u> (i) BP Steel (ii) BP Glass (iii) Composites (iv) Any other material	
4.	<u>Firing Ports:</u> Please specify the number of firing ports to be provided to include the location and size. Whether the firing ports are provided with covering, which can be controllable from inside only and enable prophylactic fire from inside the vehicle?	
5.	<u>Windscreen:</u> Whether bullet proof windscreen to be provided? Is windscreen a single part or more than one part?	
6.	<u>Wheels Fitment:</u> 'Run Flat' type tyres and how many kilometers of level unmetalled roads can be covered on flat run tyres with full load of the vehicle?	
7.	<u>* Gunner's Hatch/Turret:</u> Whether gunner's hatch/turret to be provided? If yes, :- (i) Total traverse in degrees (ii) Minimum Diameter (iii) Whether perimeter protection provided? What type? (iv) Type and quantity of weapon mount provided in gunner's hatch/turret (v) Elevation/depression and traverse afforded to the weapon by the mount in degrees (vi) Whether hatch door boltable from inside provided? * Applicable for Military Vehicles only.	

8.	Seats: Specify ergonomic features of seats for Driver/Co-Driver and their orientation/ plan within vehicle.	
9.	Engine and its Protection: Specify type of engine provided to the proposed vehicle, its life and operational altitude. Also specify its protection plan for various sub assemblies.	
10.	Upgrades Suspension System Post Armouring: Sub assemblies proposed to be upgraded after armouring to cater for the weight increased.	
11.	* IED/Mine Protection To be Provided: Plan for providing the active/passive protection against RDX based IEDs. * Applicable for Military Vehicles only.	
12.	Emission Norms: Specify emission standard to be adhered by the vehicle post bullet proofing.	
13.	Options & Counter Measures: Specify from following options and counter measures which can be provided:- (i) Smoke Screen (ii) Fire Supression (iii) Night Vision System (iv) Pressure System (v) Communication System (vii) Navigation System (viii) Video Surveillance	
14.	Increase in weight of the vehicle due to above mentioned BP protections.	
15.	Approximate cost of Bullet Proofing of each type of vehicle.	

INFORMATION PROFORMA

1. **Name of the Vendor/ Company/ Firm**
(Company profile in brief to be attached)

2. **Type (Tick the Relevant Category)**

(a) Original Equipment Manufacturer (OEM) Yes / No

(b) Government sponsored Export Agency
(Details of registration be provided) Yes / No

(c) Authorised Representative of OEM
(Attach details) Yes / No

(d) Other (give specific details)

(e) Any collaborator/ partner in India (in case of foreign vendors)

3. **Contact Details**

Postal Address

City _____ Province _____

Country _____ PIN/ Zip Code _____

Tele _____ FAX _____

URL/ Website _____

4. **Local Branch/ Liaison Office/ authorised Representatives in India**

Name and address

City _____ Province _____

Country _____ PIN/ Zip Code _____

Tele _____ FAX _____

URL/ Website _____

5. **Financial Details**

(a) Annual turnover : _____ INR/USD.

(b) Earlier contracts with Indian Ministry of Defence/ Government agencies:-

Agency	Contract Number	Equipment	Quantity	Cost

(c) Details of manufacturing infrastructure available: _____

6. **Certification by Quality Assurance Organisation (If Applicable)**

Agency	Certificate	Applicable from (Date and Year)	Valid till (Date and Year)

7. **Equipment/ Product Profile (to be submitted for each product separately)**

(a) Name of the product : _____
(Should be given category wise for e.g all products under vehicles to be mentioned together)

(b) Description (attach technical literature) : _____

(c) Whether OEM or Integrator : _____

(d) Status (in service/ design development state) : _____

(e) Production capacity per annum : _____

(f) Countries where equipment is in service : _____

(g) Whether export clearance is required from respective government
(Foreign Vendors only)

(h) Details of any collaboration/ joint venture/ co production/authorised dealer with Indian Industry (Foreign Vendors only) :

Name and Address : _____

Tele : _____ FAX : _____

8. Source of raw material

(a) BP Steel

(b) BP Glass

(c) Composites

(d) Other Accessories / Spares