

**EXPRESSION OF INTEREST (EOI) FOR  
DESIGN, DEVELOPMENT AND MANUFACTURE OF INFLATABLE DECOY  
AND ASSOCIATED EQUIPMENT UNDER MAKE II (INDUSTRY FUNDED)  
PROCEDURE OF DAP 2020**

**Reference:** Defence Acquisition Procedure 2020 (DAP-2020)

**Appendices:**

- A Non disclosure agreement
- B Commercial & Technical Evaluation Criteria
- C Format for EOI Response
- D Confidentiality Agreement
- E Correctness Certificate

**Layout**

1. The Eol 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 Eol
  - (e) Part V: Miscellaneous
2. The nodal officer for this project for all queries/clarifications/coordination will be Chairman / Secretary, Project Facilitation Team, Inflatable Decoy. Address and contact details of the nodal officer are given at Para 31 of the Eol.

**PART I: GENERAL INFORMATION****Introduction**

3. A decoy is used to conceal presence of an item. An inflatable decoy provides ease of storage, handling and transportation, when not in use. The proposal provides an opportunity to Indian Industry to indigenously design, develop and manufacture Inflatable Decoy mimicking fighter class aircraft under the '**Make II (Industry Funded)**' category and subsequent procurement under the '**Buy (Indian-IDDMM)**' category of DAP 2020.

**Objective**

4. The objective of this Eol is to seek responses from eligible Indian vendors (criteria defined in Chapter III of DAP 2020) for design, develop & manufacture of Inflatable Decoy.

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

- (a) **Prototype Development Phase.** 'Make-II (Industry Funded)' as per Make-II Procedure laid down in Chap III of DAP-2020.
- (b) **Procurement Phase.** 'Buy (Indian-IDDMM)' with minimum 50% IC as per Chapter III of DAP 2020.

6. **Quantities.** The quantities sought for the project are:-

- (a) **Prototype Development.** The nominated Development Agency/ies (DAs) will have to develop one full scale prototype Inflatable decoy of Su-30 MKI fighter aircraft.

(b) **Procurement Phase.** Qty-255 Inflatable decoys of fighter class aircrafts will be procured under Buy (Indian-IDDM) category of DAP-2020 upon successful development of prototype.

7. **Make-II Procedure.** Detailed guidelines on Make II Procedure (Chapter III of DAP 2020) may be downloaded from MoD website for reference.

## PART II: SCOPE OF THE PROJECT

8. **Scope.** It is proposed to indigenously Design, Develop and Manufacture Inflatable Decoy under the 'Make II (Industry Funded)' category and subsequently procure these decoys under the 'Buy (Indian-IDDM)' category of DAP 2020.

9. **Preliminary Service Qualitative Requirements (PSQR).** The PSQRs of the Inflatable Decoy will be handed over to the interested Indian Vendor on signing of the 'Non Disclosure Agreement' with the IAF (MoD), Govt of India. The essential parameters brought out at Part-II must be met prior to conversion of PSQRs to ASQRs. Format of 'Non Disclosure Agreement' is given at **Appendix A**.

### Timelines & Milestones

10. **Timelines.** Stages of the development and procurement process are as given in Chapter III of DAP 2020.

11. **Milestones.** Major activities in the procurement process are as given below:-

Sl No	Activity	Remarks	Timelines in weeks
<b>Phase I</b>			
(a)	Issue of EoI	By PFT	T <sub>0</sub>
(b)	Pre EoI Response meeting	By PFT with EoI respondents	T <sub>0</sub> + 3
(c)	EoI Response Submission	By EoI Respondents	T <sub>0</sub> + 8
(d)	EoI Response evaluation	By PFT	T <sub>0</sub> + 14
(e)	Issue of Project Sanction Order for Development of Prototype	To selected DAs those meeting evaluation criteria	T <sub>0</sub> + 16.
<b>Phase II</b>			
(f)	Prototype development and Evaluations	Selected DAs will develop the prototype followed by evaluation	T <sub>0</sub> + 64
(g)	Conversion of PSQRs to SQRs	-	T <sub>0</sub> + 68
(h)	Solicitation of Commercial offer	A commercial Request for Proposal for 'Buy (Indian - IDDM)' phase will be issued to all DAs for submission of commercial offer	T <sub>0</sub> + 72

<b>Phase III</b>			
(i)	Field Evaluation Trials	-	As per Chapter II DAP 2020
(j)	Staff Evaluation	-	
(k)	Contract Negotiation	-	
(l)	Contract	-	

### **Design, Development of Prototype and Trials**

12. The design of Inflatable Decoy to meet the PSQRs will be decided by respective DAs. DAs will have to ensure this aspect by studying the nominated equipment for which prototype decoy is to be made. Any clarification related to functional or operational aspects of development as sought by the DAs will be provided by the Project Facilitation Team (PFT).

13. After the prototype has been developed as per PSQRs, the PFT would carry out User Trial Readiness Review (UTRR) of the prototype(s). If the prototype is assessed as ready for evaluation, the PSQRs would be converted to ASQRs, before conduct of User Trials. User Trials will be carried out to validate equipment performance against the ASQRs. Necessary technical literature pertaining to the design & material and verification of IC will be provided by the DAs for the User Trial Readiness Review and conduct of User Trials on the prototype.

14. DAs may be required to produce one or more of the following documents for vetting and approval by IAF / QA Agency and Design Certification Agency as per applicable Standards / Specifications.

- (a) Qualification Test Procedures with respect to PSQR.
- (b) Detailed Specification Sheets & Drawings.
- (c) SOP document containing Master Drawing Index (MDI), Bill of Material (BOM) and Part List (PL).
- (d) Manufacturing Process Document.
- (e) Quality Assurance Plans (QAP) and Acceptance Test Procedure (ATP) Documents.

15. Design & Development (including developmental testing/trials) of the prototype is to be undertaken by the Developmental Agencies (DAs). In case any IAF facility is required during trials, the vendor may provide a list of such facilities in his response (Para 24 of Appendix B refers).

16. Trials after successful development of prototype will comprise of Field Evaluation Trial and Maintainability Evaluation Trials. The respective DA will provide necessary technical support to the trial team till completion of trials.

17. It is necessary for vendor to provide/cater for test facilities for testing and certification of prototype. The quality control approach during production will be monitored by IAF/QA Agency.

### **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 to solicit their commercial offers and additional technical information/ documentation, as may be necessary.

### **Deliverables**

19. Following are the deliverables for the project:-

- (a) **Prototype Stage**. Qty-01 Inflatable Decoy of fighter aircraft along with associated equipment.
- (b) **Procurement Stage**. Qty-255 Inflatable Decoys of fighter class aircrafts along with Tools, Testers and Ground Equipment (TTGE), requisite training, Technical literature including user handbook, operations & technical documents and manuals associated equipment will be procured post successful development.

### **Multiple Technology Solutions**

20. Multiple Technology Solutions are not sought in the present case.

### **Intellectual Property Rights (IPRs)**

21. Policy on IPRs as mentioned in Chapter III of DAP-2020 for Make-II Procedure.

## **PART III: EVALUATION CRITERIA**

22. **Commercial Evaluation Criteria**. Indian Entity satisfying criteria given in Chap III DAP-2020 will be considered as an eligible "Indian Entity" for the project. Eol respondents will be evaluated as per Commercial criteria placed at **Appendix B**.

23. **Technical Evaluation Criteria**. The respondents to this Eol are required to furnish information about their technical capability as given at **Appendix B**.

24. **Indigenous Content**. Indigenous content (IC) of minimum 50% is to be ensured at prototype stage and during procurement stage. Post successful development of prototype(s), further procurement will be as per the 'Buy (Indian-IDDM)' procedure with a minimum of 50% IC as per DAP-2020. It is essential to have minimum 50% Indigenous Content on the Base Contract Price (ie the Total Contract Price less taxes and duties). Upon freezing of PSQRs DA/DAs are to submit the IC certificate as per Para 28 of Chap-III DAP-2020. All relevant deliveries made under contract shall be accompanied by a certificate of IC issued by the Chief Financial Officer (CFO) of the prime/main contractor. All final deliveries under contract shall be accompanied, in addition to the certificate

issued by the CFO of the prime (main) contractor as aforesaid, by its Company Auditor's certificate.

25. Project Facilitation Team, if required, can make visit to Eol respondents (vendor) premises as part of technical evaluation.

#### **PART IV: PROCEDURE FOR SUBMISSION OF RESPONSE TO THE Eol**

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

#### **27. Guidelines for Submitting Eol 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 as per 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 assessment.

28. **Pass/Fail Criteria for Selection as DAs.** The response must be compliant to Tech Specs. Common inadequacies that may lead to rejection of Eol response are as listed:-

(a) Failure to meet Commercial Evaluation Criteria **Appendix B**.

(b) Failure to meet/comply with the Technical Evaluation Criteria specifications given at **Appendix B**.

(c) Failure to offer compliance to any of the terms and conditions given in the Eol.

(d) Failure to agree with the project timelines.

(e) Failure to offer desired indigenous content.

(f) Any other parameter of the response considered inadequate by the Project Facilitation Team (PFT) for the project.

29. The Eol respondent will submit single hard copy of response to the Eol. Each page of the response will bear the signatures of the authorized signatory of the company. The Eol respondent shall also submit a soft copy of the response to this Eol in PDF format in a CD/DVD.

30. The envelopes shall be addressed as under:-

Chairman, Project Facilitation Team  
Gp Capt Ops AD (GW)  
Dte of Ops (AD) (Room No 569)  
Air HQ (Vayu Bhawan)  
Rafi Marg, New Delhi-110001  
Telephone/ Fax: 011-2306278

31. The response to this Eol must be submitted by **1200 Hr hours on 11 May 2021** at the address mentioned above.

32. The Company will be required to sign and honor the 'Confidentiality Agreement' with IAF (MoD), Govt of India. The 'Confidentiality Agreement' will be furnished by each Eol respondent as per format given at **Appendix D**.

#### 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 in about three (3) weeks after the issue of Eol to clarify issues / 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 Para 119 of Chapter II of DAP 2020, shall apply mutatis mutandis, and to 'Buy (Indian-IDDMM) phase of the Make-II project.

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

37. Please acknowledge the receipt for Eol.

File No: Air HQ/S 17960/5/AD GW

  
(V Rehani)  
Gp Capt  
Gp Capt Ops AD (GW)  
Chairman  
Project Facilitation Team

Date: *12* Mar 21

**Appendix:** As stated

**Distribution List:**

SI No	Addressee	Copy No	Mode of Dispatch
1.	Air HQ (VB) D Acq	1	By Hand / SDS
2.	M/s Altair Infrasec Pvt Ltd, 8n Kumar Elite, Lane 4A Koregaon Park, Pune-411001, Maharashtra	2	
3.	M/s OshoCorp Global Pvt Ltd, 2994/5 2 <sup>nd</sup> Floor, Shiv Chowk, Ranjit Nagar, Delhi-110008	3	
4.	M/s Sure Safety 42, A/B Yoginagar Township, Besides Zenith Tin NH 8, Chhani, Vadodara-391740, Gujrat	4	
5.	File Copy	5	-



**Appendix A**

(Refers to para 9 of EoI  
– Inflatable Decoys)

**NON DISCLOSURE AGREEMENT**

This **Non-Disclosure Agreement** is entered into by and between **Indian Air Force** located at Air HQ (Vayu Bhavan) and represented by Chairman, Project Facilitation Team (Inflatable Decoy and Associated Equipment) with office at Room No 569, Air HQ (Vayu Bhavan) New Delhi as the **(Disclosing Party)** and \_\_\_\_\_

\_\_\_\_\_ located at \_\_\_\_\_

**(Receiving Party)** for the purpose of preventing the unauthorized disclosure of confidential information as defined below. The parties agree to enter into a confidential relationship with respect to the disclosure of the information contained in the Preliminary Staff Qualitative Requirements (PSQRs) for **Design, Development & Manufacture of Prototype of Inflatable Decoy and Associated Equipment** as per Make-II Procedure of Chap-III A, DPP-2016 (*hereinafter referred to as the 'project'*) and any information provided in addition and in relation to the said PSQRs and Project.

1. For purpose of this Agreement, "Confidential Information" shall include all information or material provided by the Disclosing party. If confidential information is in written form, the Disclosing party shall label or stamp the materials with the word "Confidential" or some similar warning. If confidential information is transmitted orally, the Disclosing Party shall promptly provide a written communication indicating that such oral communication constituted confidential information.

2. Receiving party shall hold and maintain the confidential information in strictest confidence for the sole and exclusive benefit of the Disclosing party. Receiving party shall carefully restrict exercise to confidential information to employees, contractors and third parties as is reasonably required and shall require those persons to sign Non-Disclosure restriction at least as protective as those in this Agreement. Receiving party shall not, without prior written approval of Disclosing party, use, publish, copy, or otherwise disclose to others, or permit the use by others or to the detriment of Disclosing party, any confidential information. Receiving party shall return to the Disclosing party any and all record, notes and other written, printed or tangible materials in its possession pertaining to confidential information immediately if Disclosing party requests it in writing.

3. Nothing contained in this Agreement shall be deemed to constitute either party a partner, joint venture or employee of the other party for any purpose.

4. If any provision of this Agreement is held to be invalid or unenforceable by court of law, the remainder of this Agreement shall be interpreted so as best to effect the intent of the parties.

5. This agreement expresses the complete understating of the parties with respect to the subject matter and supersedes all prior proposals, agreements, representations and understandings. This Agreement shall not be amended except with the written consent of both the parties.

6. That in case of violation of any clause of this Agreement, the Disclosing party is at liberty to terminate the services of receiving party without assigning any reason and shall also be liable to proceeded against in a Court of Law.

7. The agreement may be terminated by either party by giving thirty (30) days' written notice to the other party, and unless terminated sooner, shall automatically terminate ten (10) years from the date of signing hereof or such extended period as the parties may agree in writing. Receiving party's obligation to protect previously received Confidential Information shall survive any such termination, unless and otherwise it is specifically terminated mutually.

8. This Agreement and each party's obligations shall be binding on the representatives, assigns and successors of such parties. Each party has signed this Agreement through its authorised representatives.

	<b><u>Disclosing Party</u></b>	<b><u>Receiving Party</u></b>
Signature		
Name		
Date		

In witness of: (signature and particulars of a witness)

**Appendix B**

(Refers to para 22 and 23 of Eol – Inflatable Decoys)

**EVALUATION CRITERIA**1. **Commercial Evaluation Criteria.**

SI No	Information	Pass Criteria
(a)	Nature of the Company	As per Appendix A of Chapter III A of DPP-2016
(b)	Ownership Status	
(c)	Category of Industry.	Large/Medium/ Small/ Micro/Startup
(d)	Annual Turnover	Average annual turnover of the applicant company for the last three financial years ending 31 <sup>st</sup> March of the previous financial year should not be less than 5% of the estimated cost of the project which is approx. Rs ..... Cr
(e)	Net Worth	Net worth of the entities ending 31 <sup>st</sup> March of the previous financial year should be " <b>Positive</b> ".

2. **Technical Evaluation Criteria.**

SL No	Criteria and Sub Criteria	Pass Criteria
(a)	Engineering and technical ability	Self-certification by Eol respondent
(b)	Proposed indigenous content in percentage of total cost at prototype stage and final stage	As per Chapter III of DAP 2020
(c)	Total Land area	Statement of firm for adequacy
(d)	PSQRs Compliance	Self-certificate of compliance by Eol respondent
(e)	Intellectual Property Rights (IPR)	Vendor to confirm IPR as per Para 18

**Appendix C**

(Refers to para 26 of  
EoI – Inflatable  
Decoys)

**FORMAT FOR EOI RESPONSE****PART I – VENDOR DETAILS**

1. Name of Case:
2. Name of EoI Respondent:
3. Mailing Address/Contact/Phone/Email/Website (If factory site is located differently, indicate address of the same):
4. Name/Particulars of CEO:
5. Date of incorporation (*Provide Latest Certificate of Incorporation by the Registrar of Companies (RoC)*)
6. Brief history of company:
7. Nature of Company:  
(*Public/Private/Limited/Sole proprietorship etc*)
8. Category of Industry:  
(*Large/Medium/Small/Micro/Start Up*)
9. Nature of business (*Manufacturer/ Trader/ Sole Selling or Authorised Agent/ Dealer/ Assembler/ Processor/ Re packer/ Service Provider*):
10. Average Turn Over of the last three financial years:
11. Net worth of the company, as on 31 Mar of last FY (should be positive).
12. Details of current products:-  
(*Type/ Description, Licensed/ Installed Capacity, Annual Production for Preceding 3 Years*):
13. Details of foreign collaboration(s), if any, related to execution of the project.  
(*Include details related to name(s) of the entity, work share planned – during design, development, as well as manufacture*):
14. Have you supplied any product/services to MoD, Indian Army/Indian Air Force/ Indian Navy/ Indian Coast Guard/ DPSUs/ DRDO labs/Ordnance Factories, any other defence organisation etc.? (Provide indicative list, if applicable)

15. Details of permanent manpower:-
  - (a) Technical:
  - (b) Administrative:
16. Total Area of Factory:
  - (a) Covered area (Sq M):
  - (b) Uncovered area (Sq M):
  - (c) Any other space available (Sq M):
17. Is the factory space adequate to undertake design, development and manufacture of the Inflatable Decoys?
18. Any other information, relevant to the case.

## **PART II: PROJECT SPECIFIC INFORMATION**

19. Outline proposal of the company to undertake prototype development.
20. Stages/phases of development, with indicative time schedules.
21. Milestones that can be demonstrated to facilitate project monitoring
22. Role, responsibility and expertise details of the firm, if any, and if applicable.
23. Role of foreign technology provider, if any.
24. Requirement of specialised testing assistance, where such facilities are available only with Armed Forces/DRDO/DGAQA/DGQA/DGNAI or any other Govt facility. (Please provide a list of such facilities, with time period for which required).
25. Information to prove design/developmental capacity:-  
*(Any past examples of indigenous design and development, R&D facilities available in house, if any; Technical/ R&D manpower/expertise available, institutional tie ups, MoU, laboratory and drawing office facility, CAD/CAM facility, percentage of total turnover spent on R&D during last three years etc)*
26. Details of important facilities:  
*(Production facilities, CAD/CAM/Robotics, other advanced technology tools, environmental testing facilities, tool room, metrology and test eqpt facilities, instrumentation etc).*
27. Please furnish an undertaking that design and development will be as per provisions and guidelines of Chap III of DAP 2020, especially as they relate to Indigenous Design, Indigenous Content and IPR.

28. Documents to be submitted along with this appendix, by the Eol respondent:-
- (a) Copy of latest certificate of incorporation by the Registrar of Companies.
  - (b) Audited Financial Statements (Profit & Loss Account and Balance Sheet) with Auditors Report.
  - (c) Acceptance Certificate, clause wise of all terms and conditions given in the Eol.
  - (d) Confidentiality Agreement (As per format at Appendix E).
  - (e) Correctness Certificate (As per format at Appendix F).
  - (f) Undertaking as per Para 27 of this appendix.
  - (g) Self-certification for adequacy of engineering and technical ability for D&D of Inflatable Decoys.
  - (j) Certificate for PSQR compliance.

**Note:-**

1. All submissions must be supported by referenced documents duly authenticated.
2. Any input with incorrect or missing reference will not be assessed.
3. No separate financial, commercial criteria will be applied for start-ups.
4. Attach additional pages, as necessary.

**Appendix D**  
(Refers to para 32 of  
EoI – Inflatable  
Decoys)

**CONFIDENTIALITY AGREEMENT**

1. It is certified that Expression of Interest document for the project of Inflatable Decoy will not be shared with any agency in part or in full. Only relevant details, as applicable, will be shared with technology partners including foreign technology partners. However, the EoI document itself will not be shared with any technology partners.

2. The company understands the security sensitivity of such operational system and any information pertaining to deployment and usage of the system including system scaling will not be discussed with third party without a written permission from the Project Facilitation Team. The company understands that failure to observe this agreement will lead to disqualification from the project without prejudice to any other legal action that may follow in accordance with the provisions of the extant law in force relating to any civil or criminal proceedings.

Signature with Company Seal

**Appendix E**  
(Refers to para 36 of  
EoI – Inflatable  
Decoys)

**CORRECTNESS CERTIFICATE**

It is certified that information submitted in the documents as part of the response to Expression of Interest for the project of Inflatable Decoy 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