

**QUESTIONNAIRE FOR DESIGN & DEVELOPMENT OF 3rd
GENERATION ANTI TANK GUIDED MISSILE (ATGM) SYSTEM**

1. Please provide details of the vendor as per Performa at Annexure.
2. Provide description of the vendor organization in terms of research and development of missile systems to include the financial capability and the technical expertise.
3. Provide details regarding major successful projects / products / technologies developed / under development involving Research & Development in the field of missile systems.
4. Provide details of similar equipment manufactured by the vendor and supplied in India / abroad, if any.
5. Please provide compliance to industry standards as under:-
 - (a) ISO 90012008/2015.
 - (b) ISO 2000 for service management.
 - (c) ISO 27000 for information security.
6. Does the vendor have the capability to develop a 3rd Generation ATGM System prototype and productionize the same?
7. Is the 3rd Generation ATGM prototype designed in India? If no, please forward details of all the foreign companies with whom there is a partnership/ Joint Venture/ MoU for carrying out the design and development?
8. Please furnish the technical specifications of the 3rd Generation ATGM system being developed by the vendor and specify the advantages/differences in the technology vis-à-vis similar products available globally.
9. Does the vendor have adequate infrastructure to develop, integrate, test and manufacture 3rd Generation ATGM System? If yes, please provide details of the same. If no, what would be the timeframe for establishing the same?

10. What are the areas of uncertainty being envisaged by the vendor in the design, development and productionisation of the indigenous development of 3rd Generation ATGM system?
11. What is the approximate indigenous content the vendor will be able to achieve? Give a breakdown of the indigenous content and the imported technology (both in terms of cost percentages).
12. What are the major components/systems/sub-systems that will be indigenously manufactured by the vendor? What will be the source of acquisition for the remaining components/systems/sub-systems (details of the source firms may be specified indicating whether the source firms are domestic/ex-import)?
13. What are the anticipated timelines (in years) for development of the prototype and production? Specify the timelines separately for each.
14. What are the quantities that can be manufactured per year during production?
15. What is the likely shelf life and service life of the equipment planned for Design & Development?
16. Does the vendor have the ability to sustain the ATGM system throughout its life cycle?
17. What are the vendor's recommended list of Special Maintenance Tools (SMTs), Special Test Equipments (STEs), Test Jigs (TJs) and fixtures that would be required for maintenance support for its life cycle?
18. How will the vendor ensure continuous supply of spares for the system, especially for those components being procured ex-import, if any?
19. What type of proposed training manuals (User, QA & Maintenance) will be provided by the vendor? What will be the proposed training schedule for conduct of training (User, QA & Maintenance)?

20. What are the likely costs for research, development and production of the 3rd Generation Missile System? Specify the costs separately for each.
21. What will be the approximate budgetary cost for manufacture of 100 launchers, 2330 Missiles and five (05) training simulators?
22. What are the proprietary technologies incorporated in the system being developed? Are the proprietary technologies indigenous or ex-import? If ex-import, will the foreign vendor transfer the technology? Clarify the issues of Intellectual Property Rights (IPR) for the 3rd Generation ATGM system.
23. What is the modus operandi of Transfer of Technology (ToT) of the imported technology to achieve self-reliance?
24. Is the vendor willing to transfer the technology to any DPSUs in future? If yes, will the ToT include the proprietary technologies?
25. Does the vendor have a valid Government Industrial Licence for design, development and manufacture of ATGM systems including the missiles in India?
26. Will the vendor provide upgrades to the system being developed?
27. Will the vendor also carry out necessary R&D on the future generations (beyond 3rd Generation) of ATGM systems?
28. Any additional details in respect of the proposed development carried out may be provided.
29. Any other details which the vendor would like to bring before the Feasibility Study may be provided.

INFORMATION PROFORMA (INDIAN VENDORS)

1. **Name of the Vendor/Company/Firm.**

(Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacturer (OEM)	Yes/No
Authorised Vendor of foreign OEM	Yes/No (attach details, if yes)
Others (give specific details)	

3. **Contact Details.**

Postal Address:

City: _____ **State / Province:** _____

Country: _____ **Pin / Zip Code:** _____

Tele: _____ **Fax:** _____

URL/Web Site: _____

4. **Local Branch/ Liaison Office / Authorized Representatives in India (if any).**

Name & Address: _____

City: _____ **Province / State:** _____

Pin code _____ **Tele:** _____ **Fax:** _____

5. **Financial Details.**

(a) Category of Industry (Large/Medium/Small Scale) : _____

(b) Annual turnover : _____ (in INR)

- (c) Number of employees in firm : _____
- (d) Details of manufacturing infrastructure available: _____
- (e) Earlier contracts with Indian Ministry of Defence/ Government agencies :

<u>Contract Number</u>	<u>Equipment</u>	<u>Quantity</u>	<u>Cost</u>

6. **Certification by Quality Assurance Organization (if applicable).**

<u>Name of Agency</u>	<u>Certification</u>	<u>Applicable from (Date & Year)</u>	<u>Valid till (Date & Year)</u>

7. **Details of Registration.**

<u>Agency</u>	<u>Registration No</u>	<u>Validity</u>	<u>Equipment</u>
DGS&D			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. **Membership of FICCI/ASSOCHAM/CII or other Industrial Association.**

Name of Organization

Membership Number

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

- (a) Name of Product : _____

(IDDM Capability be indicated against the product)
(Should be given category wise)

- (b) Description (attach technical literature) :- _____

- (c) Whether OEM or Integrator : _____

- (d) Name and address of Foreign collaborator (if any) : _____

(e) Industrial Licence Number : _____

(Specifically mention the items for which DIL has been accorded)

(f) If Industrial Licence for the production of the equipment not held, has the vendor applied for the same? If yes, specify the details of the application and when is it likely to be granted?

(g) Indigenous component of the product (in percentage) and value additions done by the vendor: _____

(h) Details of Foreign Exchange (FE) content (in percentage)

(j) Status (in service/design development state): _____. If the equipment is in design & development state, how much time will the vendor take to start production?

(k) What are the applicable key technologies and materials required for manufacturing of the equipment / system / platform and the extent of their availability or accessibility in case they are not available in India?

(l) What are the critical technologies which the vendor has taken from their global partners, if any? Details of the foreign partner may please be specified.

(m) Does the vendor have the capability to design, development, manufacture, test and integrate the system?

(n) Is the complete set of the design and production drawing and source code for all software applications/program of the equipment available with the vendor? If yes, can they be produced for verification as and when required?

(o) Production capacity per annum: _____. Is the production capability likely to increase?

(p) In case the equipment is to be produced/integrated indigenously, how much time will the vendor take to start production?

(q) What is the recommended 'Delivery Schedule' for 75 Mini UAV (High Altitude)?

(r) Countries/ agencies where equipment supplied earlier (give details of quantity supplied):

(s) Estimated price of the equipment _____

(t) What are the enhanced parameters/specifications that can be provided by the OEM/Vendor?

10. Alternative for meeting the objectives of the equipment set forth in the RFI.

11. What INCOTERMS 2010 are suitable/preferred by the vendor and for what reasons?

12. What is the preferred mode of shipment of goods – rail, road, sea, air or combination?

13. In view of the vendor, what should be the preferred categorization (as per Chapter I of DPP-2016) for the procurement of the product by Indian Army?

14. Any other relevant information: _____

15. **Declaration**. It is certified that the above information is true and any changes will be intimated at the earliest.

(Authorized Signatory)

INFORMATION PROFORMA (FOREIGN VENDORS)

1. **Name of the Vendor/Company/Firm.**

 (Company profile in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacturer (OEM) - Yes/No _____

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

Authorized Vendor of OEM - Yes/No (attach details)

Others (give specific details) _____

3. **Contact Details.**

Postal Address:

City: _____ **State / Province:** _____

Country: _____ **Pin/Zip Code:** _____

Tele: _____ **Fax:** _____

URL/Web Site: _____

4. **Local Branch/ Liaison Office/Authorised Representative, in India (if any).**

Name & Address: _____

City: _____ Province / State: _____

Pin code _____ Tele: _____ Fax: _____

5. **Financial Details.**

- (a) Annual turnover : _____ (in USD)
- (b) Number of Employees in firm _____
- (c) Details of manufacturing infrastructure available _____
- (d) Earlier contracts with Indian Ministry of Defence/Government agencies :

<u>Contract Number</u>	<u>Quantity</u>	<u>Cost</u>

6. **Certification by Quality Assurance Organization (if applicable).**

Name of Agency	Certification	Applicable from (Date & Year)	Valid till (Date & Year)

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

- (a) Name of Product : _____
(Should be given category wise)
- (b) Description (attach technical literature) :- _____
- (c) Whether OEM or Integrator : _____
- (d) Does the vendor have any Indian manufacturing partner? If yes, specify details. If no, is the foreign OEM/vendor willing to enter into JV with Indian private industry/DPSU? _____
- (e) What are the critical technologies which the vendor has taken from their global partners, if any?
- (f) Does the vendor have the capability to design, develop, manufacture, test and integrate the system?
- (g) Is the OEM/vendor willing to offer licensed production in India?

- (h) Status (in service/Design development stage): _____. If the equipment is in design & development state, how much time will the vendor take to start production? _____
- (j) Production capacity per annum: _____. Is the production capability likely to increase? _____

(k) In case the equipment is to be produced/integrated indigenously, how much time will the vendor take to start production?

(l) What is the recommended 'Delivery Schedule' for 75 Mini UAV (High Altitude)?

(m) Countries where equipment is in service: _____

(m) Have the OEM/Vendor supplied the equipment to any other country? If yes, furnish details of the quantity supplied and year of supply.

(n) Whether export clearance is required from respective Government:

(o) Any collaboration/joint venture/co-production/authorized dealer with Indian Industry (give details):

Name & Address _____

Tele: _____ Fax: _____

(p) Estimated price of the equipment _____

(q) What are the enhanced parameters/specifications that can be provided by the OEM/Vendor?

8. What INCOTERMS 2010 are suitable/preferred by the vendor and for what reasons?

9. What is the preferred mode of shipment of goods – rail, road, sea, air or combination?

10. Does the transportation system in the OEM/Vendor country and its connectivity to India require trans-shipment of goods?

11. Alternatives for meeting the objectives of the equipment set forth in the RFI.

12. Any other relevant information: _____

13. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

(Authorised Signatory)